

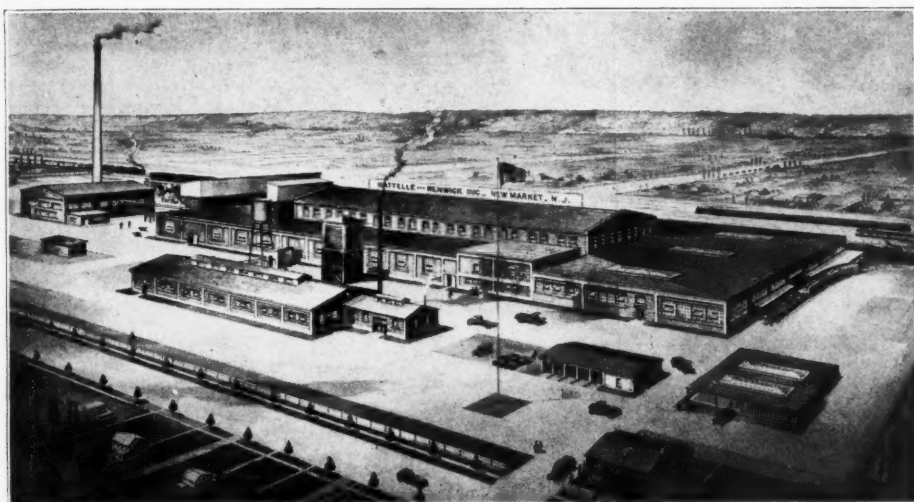
# THE NATIONAL Provisioner

THE MAGAZINE OF THE  
*Meat Packing and Allied Industries*

Volume 78

MAY 12, 1928

Number 19



New fireproof refinery built in 1925

## NIAGARA BRAND

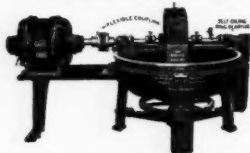
Genuine double refined Saltpetre (nitrate of potash) and double refined Nitrate of Soda — “The old reliable way to cure meat right” — both complying with the requirements of the B. A. I.

**BATTELLE & RENWICK, INC.**

Established 1840

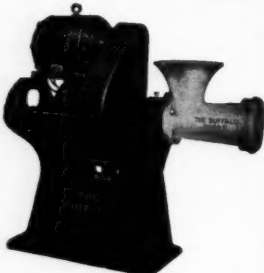
80 Maiden Lane, New York City

"BUFFALO" Silent Cutter



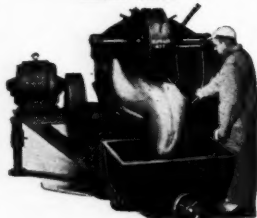
Produces the finest quality sausage meat.

"BUFFALO" Meat Grinder



No more grinder troubles when you install a "BUFFALO."

"BUFFALO" Self-Emptying Silent Cutter



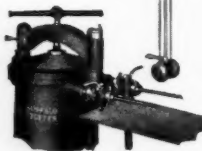
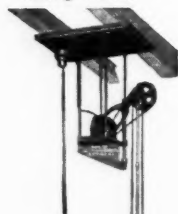
Cuts and empties a bowl of meat in 4 minutes.

"BUFFALO" Air Stuffer

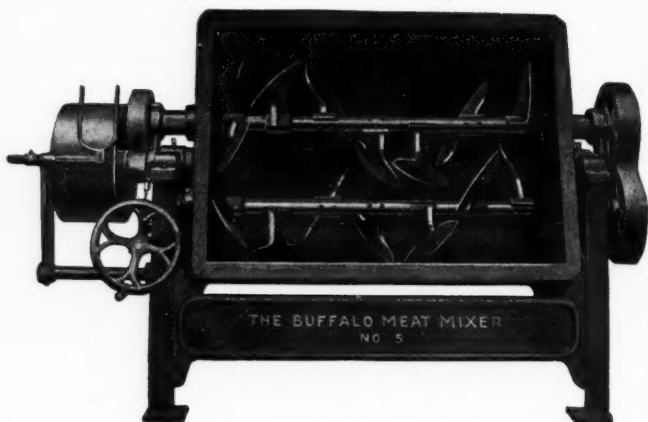


Most sanitary stuffer on the market.

SCHONLAND Patented Casing Puller



Saves 50% to 65% in time and labor at the stuffing bench.



"BUFFALO" Meat Mixer

TO PRODUCE quality sausage meat it must be thoroughly and properly mixed.

Mixing is not an incident in sausage making—it is one of the major operations.

Only a machine built like the "BUFFALO" Mixer, with paddles scientifically arranged, can give you a finished batch that is mixed RIGHT.

This machine has many years of service to the biggest, most successful packers and sausage makers in back of it.

They still buy it—when they need sausage mixing equipment. . . It is built strong and powerful and lasts a life-time.

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# THE NATIONAL Provisioner

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OFFICIAL ORGAN OF THE INSTITUTE OF AMERICAN MEAT PACKERS

Volume 78. No. 19

MAY 12, 1928

Chicago and New York

## New Washing Method Saves Labor and Product

*Water Under High Pressure Being Used  
Successfully for Carcass Washing and  
General Plant and Equipment Cleaning*

Methods of washing carcasses, and of general plant cleaning, have not changed much since meat plants replaced the old slaughter house. Brushes and brooms of various types, "elbow grease" applied liberally and the ever-ready steam hose have served to accomplish the results desired.

These methods were sanitary and effective, but expensive in labor cost. Now a method is being borrowed from another industry which is a step forward.

There have been developed recently, for automobile cleaning, machines for raising the pressure of the water and nozzles—or guns as they are called—for directing this water under pressure against the cars on the wash racks.

### A Pressure Washing Method.

While the pressure developed by these new washing machines gives the water the cleansing power of live steam, the water is so finely atomized that it is harmless to the finest car finish.

An adjustment on the nozzle or gun makes it possible to change the stream from a fog-like mist to a narrow cleaning spray, to meet various cleaning requirements.

Meat packing executives were quick to see in these machines possibilities for reducing the expense of keeping cars and trucks clean, and they are consequently used in considerable numbers in the meat plants for this purpose.

One of these high-pressure washing machines, packers learned, would do the work of several men with hose and sponges. In addition to the saving in labor, there was also a decided saving in the amount of water used.

Wide-awake operating men saw in this car-washing device a machine for use in the meat plant for carcass washing and general cleaning work. Machines installed for these purposes proved so successful that it may not be

long now until brushes and brooms for carcass cleaning use will be things of the past.

Packers are finding in these washing machines a tool that not only saves labor, but also water and product, and one with which they are able to produce better products.

A brief description of these machines and their application in the meat plant follows.

### High Pressure Washing

The high-pressure car-washing device has been developed and is being marketed by a number of firms. In detail they differ considerably, but basically they are very much alike. They consist essentially of a pump driven by belt or motor.

The water is taken from the mains—or when a solution is used, from a tank or barrel—and is forced through one or more lengths of hose to the nozzle or gun. Here it is thoroughly atomized, and delivered with great force against the article being cleaned.

Adjustments on the gun make it possible to deliver the water in any form from a spray to a narrow cleaning stream. Machines may be had with one or more hose connections.

These automobile-cleaning machines are finding uses in many departments of the meat packing plant, with a resulting saving of labor, product and water.

They are being used to wash calf, cattle, sheep and hog carcasses, cattle heads, tripe, smoked meats, etc. They are also used for cleaning hand trucks,

### An Astonishing Saving

Loss to the meat packing industry from bruises and injuries to livestock is enormous.

In the case of cattle about 26 per cent of all animals coming on the killing floor have bruises or injuries of some kind.

About 6 per cent of the hog carcasses have to be trimmed for bruises.

It has been conservatively estimated that the loss to the industry from these causes is between \$35,000,000 and \$40,000,000 annually.

It is surprising to learn that high pressure washing will remove a large percentage of these bruises, and do away with the necessity for trimming.

This is in addition to saving in labor costs as compared to use of brushes and "elbow grease."

If bruises could be washed from even half the cattle carcasses in a day's kill, the saving in a year's time would simply amaze the packer who tried it.



carts, viscera and other tables, chutes, floors and equipment of all kinds.

#### Method in Washing Beef.

In washing beef carcasses the machines are used for rounds, backs, bellies and necks. The round washer works from a platform placed high enough above the floor to enable the spray to be directed downward, and to reach halfway down the back.

In building this platform care should be taken that its position is such that the operator can reach every part of the round, and that the direction of the stream is such that the water can be kept off the moving chain.

This platform should be long enough to permit the operator to follow the carcass for a distance sufficient to work on bruises. A length of seven or eight feet is usually sufficient. Screens or shields should be provided to confine the splash.

The next operation is that of back washing. This operator also washes the back of the neck. In this case, also, a platform is needed. This should be about the same length as that used by the rump washer, and placed about two and one-half or three feet above the floor.

The operation of belly washing follows that of the kidney pumper and vein tier. His platform is the same height above the floor as that of the back washer. He cleans the inside of the carcass from top to bottom, including the neck.

As a rule one washing machine and three guns are sufficient for all beef

carcass washing, except in the larger plants.

#### Use in Washing Hogs.

At the hog rail pressure washing finds its greatest use for washing necks.

It is also used for general cleaning of carcasses after singeing. In this latter case the water is delivered as a spray.

For neck washing the gun is adjusted to deliver a narrow stream of water, and the washer's platform is built so that the water is directed downward. The angle at which the water is delivered and its pressure removes the clots quickly and with very little loss of fat.

When a washing machine is used it is seldom that a brush is needed, and then only on the most stubborn clots. One man can easily wash hog necks as fast as the carcasses come to him.

In the pressure washing of calves packinghouse operators are finding a means not only of doing away with much hand labor with combs, but for producing better calfskins than was the case with former methods of cleaning.

#### Better Calfskins Produced.

When it is necessary to use curry combs to clean calves, damage to the hide very often results. This damage shows up as cuts or scores after the hides are tanned, and as they usually occur on the backs they seriously depreciate the value of the hides.

When washing calves with the pressure-washing devices the soft dirt is

removed very quickly. Calves on which the dirt is thickly caked may need some combing, but scarcely more than 20 per cent of the kill will need any cleaning other than that which is given with the machine.

Washing the inside of the calf carcass is a job done quickly with the water under pressure, every part of the cavity being reached without damage to the meat.

No platform is used by the operator who washes calves, the work being done at chain height. This also applies to the washing of sheep.

High pressure washing has been found especially valuable for the carcasses of sheep. The washing is done quickly, and so thoroughly that in the very large majority of cases it is found possible to do away with skewers in the neck. And as in the case with calves, the appearance of the carcass is much improved.

#### Other Uses for Pressure Washing.

In addition to carcass washing, the high-pressure system is used for tripe, cattle heads, smoked meats, viscera tables, chutes, floors, trucks and tables and for other equipment and utensils, with a considerable saving in water and labor over older methods.

The saving in water is particularly apparent in the case of tripe, running as high as 50 per cent over the older methods.

Some change in the angle of the cone is required when pressure is used, as the ordinary cone gives a wide deflection to the water. With a cone of the proper angle the splash is minimized and the operator is able to keep dry. In this case the spray is kept stationary, and the tripe is rotated under it.

For smoked meats a broad spray is used. A considerable saving in water and labor is possible when these products are washed under pressure.

#### Savings in Labor and Supplies.

Accurate cost comparisons of washing carcasses and products with water under pressure, as compared with the systems heretofore in use, are difficult to get. But one estimate gives the following savings:

Labor, from 30 to 50 per cent saving.

Water, from 40 to 60 per cent.

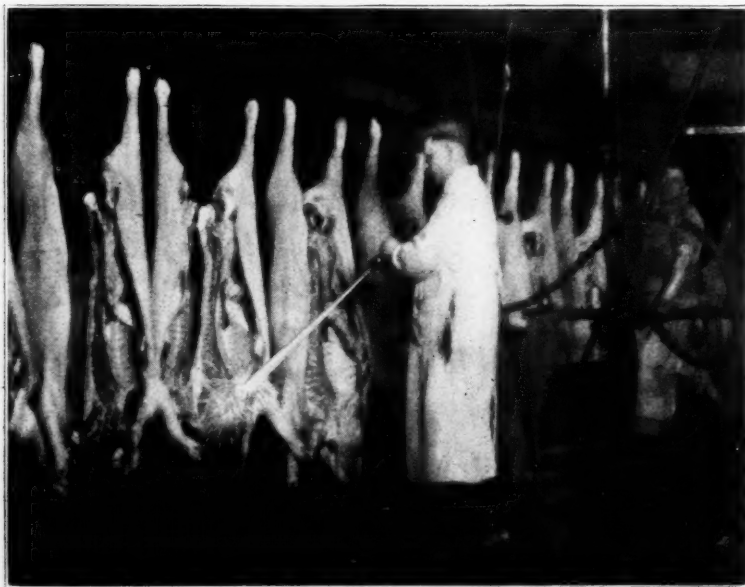
Brushes and brooms, 90 to 100 per cent.

Steel skewers, 80 to 100 per cent.

Although these savings are worth while in reducing the cost of production operating men who have had experience with this method of cleaning are more impressed with the good work done and the better appearance of the carcasses handled in this manner.

This applies particularly to hog necks, lamb, sheep and calf carcasses.

(Continued on page 29.)



WASHING HOG NECKS WITH HIGH PRESSURE SPRAY.

The water leaves the nozzle at high pressure and cleans the necks quickly and efficiently, with less loss of fats than when brushes are used.

One man can easily clean hog necks by this method as fast as the carcasses come to him. A screen of sheet iron is usually placed in front of the workman to protect him from the splash.—Photo taken in the Chicago plant of Wilson & Co.

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# What Is a Business Without a Cost System?

## Meat Industry Can Afford to Study Bible Parables as Applied to Business Showing Necessity of Cost Records

By James H. Collins

**Editor's Note.**—This is the first of a series of significant business articles by a nationally-known business writer which will appear in *The National Provisioner*.

If you have read Mr. Collins' interesting business stories in *The Saturday Evening Post*, you will want to read them here.

What he has to say on basic business problems may not be put in packer language, but it is easily recognizable as applicable to the situation in the meat industry.

You can translate it, as he intends you should.

The man who received five talents—in the Bible parable—had delivered his other five talents to the Master, and the man of two talents had brought his two talents increase.

Then the fellow of one talent, who had hidden his money in the earth, and had nothing to show, undertook to explain matters:

"I am not prepared to say just what has been accomplished in this matter to date," he said. "We can only tell approximately. It would take a week to get the exact figures, and even then you would probably not understand them."

That is to say, *the five-talent and two-talent fellows knew where they were at, because they kept costs, while the one-talent chap didn't know, and couldn't show a profit, because he lacked cost records.*

He hid his talent in a business without a cost system.

### The Values of Cost Keeping.

A good many people still think of cost accounting as pretty dry stuff—a lot of figures and details. Therefore, they either take no interest in it, or dodge cost keeping as a disagreeable task.

But cost keeping is really the drama of business—its moving-picture scenario—full of all sorts of striking incidents and possibilities.

Cost keeping is also a good fat pocketbook—it yields talent for talent, one hundred per cent increase, to the business man who uses it to find out what there is in the business for him.

An office woman employed in the cost department of a big mercantile house went to the country on her vacation, and fell in love with a young fellow who owned a general store left him by his father.

It was an establishment that kept everything, from a pin to a plow—and the word "kept" is used with double meaning; for the young man's success thus far was not of the kind that warranted his saying, "No, we do not keep pins and plows—we sell them." Dead stock had been accumulating for years.

He did not know what he had on hand, or what was running short, or what was selling and making him money.

### Compiling Cost Figures.

That was a dull little town, and his city wife had to have something to do. It was the most logical thing in the world for her to apply her business training to her husband's work.

Up in the city establishment where she had worked there were complete cost records based on the division of the business into departments. Without bothering her husband, she proceeded to departmentalize his whole stock, separating pins from plows. That in itself led to a more orderly arrangement of stock, so that he could put his hands on things.

Then she compiled figures showing how much capital was used in each department, and what goods were sold,

and how often stock was turned yearly, and where money was tied up in slow-selling goods.

By and by she asked him to let her run a couple of departments—a regular woman's request with something at the back of her mind in this case; for her knowledge of costs enabled her to pick out two departments that gave the best basis for a good showing.

He consented, of course; and within three months, by putting bargain prices on slow-selling articles and stocking new goods to increase sales, she was able to demonstrate in black and white that her two departments were making more net profit than all his departments put together.

### Something More Than Red Tape.

Do you suppose that he began to see something more than red tape in cost figures after that? Well, rather!

"I am not in business for my health" is one of the commonest statements of business men. But nine times in ten a cost accountant could go into court and prove to a jury that the fellow who makes such a statement must be doing some kinds of business for his health at least, because he is giving away his product or goods in certain departments and giving some of his money with them for full measure.

Some years ago the patent on a certain type of factory machinery expired, making it available to the little concerns that had been competing with a large corporation which controlled this machinery. All the little fellows promptly installed that equipment, confident that the days of oppression were over, for now they would be able to make goods as cheaply as their big competitor.

### Knew Production Costs Only.

Within a year, however, only one had reaped any real advantage from this improvement in factory facilities, and he did it through the magic of cost accounting.

All the other little fellows kept costs of production and fancied that their problems were solved when the expiring patent put them on a fairly even footing with the big company in the cost of making goods. In some cases there was good reason to believe that

## Salesmanship

Who is your most dangerous competitor?

The man who is trying to conduct his business intelligently, so as to make a living profit?

Or the man who doesn't know what his stuff costs him, and who sells it at any old price?

"Buy right" and "Sell right" are twin mottoes!

This applies equally to the packer or to the retailer.

they actually made goods cheaper than the leader with this new machinery, for certain items of overhead expenses were lower in their case—rent, interest on capital, etc.

Yet they were not able to extend their sales or to deliver goods as cheaply as the leader, and the discovery of this fact seemed positive proof that the wicked corporation must be selling its stuff below cost to drive them out of business.

#### "Sell Right" Solved the Problem.

But one small manufacturer found what the trouble was. His cost records extended beyond the factory into selling expenses, and there he discovered that the leader had advantages which made good everything it had lost through the expiration of its machinery patents. Its salesmen covered every section of the country, and sold one product with another in such combinations that volume was increased, cost reduced, and customers held on a basis of connections that secured distribution at an expense which no smaller concern could meet on a national basis.

But when he learned this vital fact, that small manufacturer was able to apply the leader's system to his sales department in a way that amounted to another free gift of patent rights; for he simply abandoned the attempt to compete nationally, and turned to intensive sales development in his own state.

And when he was able to cover that smaller territory as efficiently as the leader selling one thing with another and building connections and volume, the big corporation could not touch him.

In effect, when all the other little fellows got their one talent of better machinery to work with, they promptly dug it in the earth—the cold, sour, unproductive soil of cost ignorance.

But the other fellow intelligently put his talent to work, and made it increase because, by comprehensive cost analysis, he was able to watch what it was doing.

In his next article Mr. Collins will ask this question: "Would a Little Sales Spirit Help Me?"

#### GOT THE PAGES TWISTED.

In the last issue of THE NATIONAL PROVISIONER, in the article describing the Automatic sausage linker, a regrettable mechanical error occurred in the make-up, whereby the second and third pages of the article were transposed. Page 23 of that issue should have been page 22, and vice versa.

Watch the "Wanted" page for bargains.

## No Hog Buying Combine Packers Cleared of Buying Agreement Charges

Another attempt of livestock commission firms to make direct buying seem like a conspiracy against the livestock producer has failed.

In the campaign to arouse sentiment against direct buying the commission men, through the National Livestock Exchange, made charges of agreement to divide hog buying territory against two Corn Belt packers—the Rath Packing Co. of Waterloo, Iowa, and Geo. A. Hormel & Co. of Austin, Minn.

Hearings were held under the Packer and Stock Yards Act at Mason City, Iowa, in February. The commission men produced a discharged employee (an ancient device) of one of the packers to prove that he had been instructed not to buy against the other packer.

Packers denied the charges and submitted evidence in support of their denials. Arguments were made and the case submitted to the Secretary of Agriculture.

#### Secretary Dismisses Complaint.

On April 28 the Secretary of Agriculture rendered his decision dismissing the complaint because there was no ground for it. In his ruling Acting Secretary Dunlap says:

"Oral testimony on behalf of respondents and exhibits introduced by them show fairly consistent purchases of hogs on behalf of Geo. A. Hormel & Company in that territory claimed by one of the government witnesses to have been apportioned to the Rath Packing Company, and equally consistent buying by the Rath Packing Company in territory which the witness claimed had been apportioned to the Hormel company, such purchases by each being subsequent to the date on which it was alleged that the agreement was made.

"It clearly appears from the testimony of government witnesses that if any agreement was made it was only that the Hormel company was not to do track buying at designated points. The term 'track buying' means taking title and paying for the stock at point of shipment.

"The evidence shows, however, that subsequent to the date of the alleged agreement the Hormel company solicited shipments of hogs from various points in the territory alleged to have been apportioned to Rath Packing Company to be paid for on arrival at its packing plant where title would pass to the company.

#### Track Buying vs. Soliciting.

"The practical difference between

track buying and soliciting is that in the former the packer takes title at point of shipment and sustains the losses due to shrinkage, death, and crippling before arrival at the plant, while in the latter as title does not pass until arrival at the plant the shipper sustains such losses. I perceive no difference, however, so far as the provisions of the Packers and Stockyards Act are applicable to this case.

"The evidence is equally clear that no arrangement or agreement in regard to the apportionment of territory was carried out, since each respondent solicited, received, and accepted at its plant shipments of hogs from the territory tributary to the packing plant of the other.

"Upon consideration of the entire record, I therefore find and conclude that there was no agreement, arrangement, or combination between the respondents to apportion territory for carrying on the business of purchasing swine in commerce, and that there was no apportionment of territory between respondents for the purchase and sale of swine in commerce, and that the case should be dismissed."

#### TRADE GLEANINGS.

An addition to house the sausage making department has been completed recently to the plant of the Delray Packing Co., Detroit, Mich.

Markel Bros., wholesalers of pork products, have purchased the building at 430-32 Eighty-sixth St., Brooklyn, N. Y., for a reported consideration of \$75,000.

The Reliance Beef Corporation, Brooklyn, N. Y., has been incorporated to deal in food products. B. A. Hartstein, 144 Broadway, New York City, is interested.

Joseph Leitel and Clement Pauliska have engaged in the sausage manufacturing business in Highland Mills, N. Y. The firm will specialize in bologna and frankfurts.

The Dakota Packing Co., Wilmington, Del., has been incorporated with a capital stock of \$300,000 and 15,000 shares of common stock to conduct a slaughter house and packing plants.

Jose Antonin, Barcelona, Spain, announces that he has taken over the business of Antonin, Albes & Forcades, S. L., and that in the future the business will be conducted under the name of the new owner. The firm imports and exports sausage casings.

Missouri packing interests, it is rumored, are planning the construction of a meat packing plant at Bossier, La. No details have been made public as yet, but it is understood that the capacity will be between 75 and 150 hogs and from 75 to 150 cattle daily.

The Du Pont Cellophane Company announces the following new addresses for two of their branch offices. The Boston office is now in room 1210, Little Building, 80 Boylston Street, and the Chicago office in room 1748, State Bank Building, 120 S. La Salle street.

## Institute Divisional Meetings Consider Practical Problems

Subjects of unusual interest and importance to packers were discussed at the Divisional Meetings of the Institute of American Meat Packers held this week at New York, Cleveland, Cedar Rapids, and St. Louis. Great interest was shown at the meetings,

### Progress in Research Told.

In the afternoon, Dr. W. Lee Lewis, director of the Department of Scientific Research, reviewed the results of recent Institute research work, covering the effect of impurities in salt on the curing processes insofar as they affect the rate of penetration and flavor. He also outlined the studies now being conducted at the Research Laboratory of the Institute at the University of Chicago on lard, and explained a method which had been developed in the laboratory for determining the stability of this product.

H. D. Tefft, director of the Department of Packinghouse Practice and Research of the Institute, addressed the meeting on "Coal Saving Possibilities." He illustrated his talk with a chart on which were summarized the results of a survey of actual consumption of coal by various member companies which was recently completed by the Department. For purposes of comparison the consumption of coal had been figured to a per-building basis. The table showed quite a wide variation. Possible causes and remedies for this variation were discussed.

G. L. Talley, vice-president of the Jacob Dold Packing Co., summarized a number of preventable wastes in plant operations which of necessity must be constantly checked in order to obtain maximum efficiency. He especially cautioned members to watch any

substitutions made in materials used in their standard sausage formulas. It was his opinion that the effect of substitutions upon the finished value of the sausage was often lost sight of.

### Quick Chilling Discussed.

S. C. Bloom, of S. C. Bloom & Co., Chicago, told the meeting of the progress to date in the so-called "quick" chilling or eighteen-hour chilling of carcasses. He stressed the necessity of careful manipulation of any quick



G. L. FRANKLIN.  
Who Presided at Cleveland Meeting.

all of which were well attended. Recent significant developments of particular value to the industry as a whole were discussed.

The meeting at Cleveland was held Thursday, May 3, in the Hotel Statler. In the first address at the morning session, H. C. Greer, director, Department of Organization and Accounting of the Institute of American Meat Packers, talked on "What Does It Cost to Sell and Deliver Your Product?"

Mr. Greer outlined an investigation which his department had made concerning distribution expense and profits of various methods of selling and delivery of product. He stressed the fact that the form of the investigation might not fit all packers, but that the results indicated the value which any packer might anticipate from such a survey.

C. G. Newcomb, vice-president and general manager of the Lake Erie Provision Co., discussed the recent important changes which have taken place in the retailing of packinghouse products. He called attention to the fact that many of these changes have been due, in some measure, to the growth of the chain store.



ALBERT T. ROHE.  
Who Presided at New York Meeting.



J. C. HORMEL.  
Who Presided at Cedar Rapids Meeting.

chilling system in order to obtain satisfactory results. All such systems depended upon rapid circulation of air and this was dependent upon the volume of brine circulated, he stated. Hence, he concluded, it was essential that the temperature of the brine be regulated so that sufficient volume of brine could be circulated to insure proper air circulation.

At the evening session, W. W. Woods, executive vice-president of the Institute, discussed the results of the preliminary survey which he has been making of conditions in the packing industry. His talk was illustrated with charts showing the profits of the industry for a number of years, and compared these profits with those of other similar industries.

He indicated a number of factors which apparently had had a bearing upon the profits and stated that the next step in his investigation would be a study of how these factors might be controlled to the benefit of the industry.

### New York Meeting.

The May Meeting of Division I of the Institute was held in New York



City Friday, May 4, at the Hotel Pennsylvania.

Pendleton Dudley, director of the Eastern office of the Institute, was the first speaker at the morning session. He discussed the problem of "Putting Meat on the Radio."

He summarized the work of the various meat councils in the larger cities of the country which initiated the radio program about four years ago and told of a recent test conducted by the Meat Council of New York City to determine the effectiveness of their broadcasting. This test, according to Mr. Dudley, proved conclusively that considerable interest was being evinced by housewives in these radio talks.

"What Does It Cost You to Sell and Deliver Your Product?" was the subject discussed by Howard C. Greer, director of the Institute's Department of Organization and Accounting. The cost of distribution, Mr. Greer said, is one of the most important problems confronting the packing industry. Production costs in all lines of business have been carefully studied and considerably reduced in recent years, but distribution costs have been largely neglected, and instead of declining have actually increased.

#### Distribution Costs Need Study.

The packers should bear constantly in mind, the speaker continued, not only that his expense for selling and delivery is a heavy one, but also that it varies widely according to the territory, the method of distribution, the class of customer served, etc. In a given concern studied it was found, for example, that the distribution expense varied as much as 400 per cent between two different classes of trade; that in two territories out of seven expenses were so heavy that they involved actual losses on business handled in those territories; that even in a generally profitable territory there may be unprofitable routes; and that on a profitable route there may be unprofitable customers. This discussion was illustrated by charts showing actual results for this particular concern and indicating a method of analysis which may profitably be employed by all packing companies.

"Patents, Copyrights and Trade-marks" were discussed by Norman Draper, Washington representative of the Institute.

W. Lee Lewis, director, Department of Scientific Research of the Institute, reviewed the "Results of Research Activities" conducted by the Institute. As at the Cleveland meeting, he told of the studies covering the effect of impurities in salt upon curing processes insofar as they affect the rate of penetration and flavor. He also told of re-

search now being conducted on lard and explained a method which had been developed in the laboratory for determining the stability of lard.

At the evening session of the meeting F. Edson White, president of Armour and Company, Chicago, and chairman of the Commission on Elimination of Waste, discussed the Institute's waste elimination program, stressing the value of such a study for the industry as a whole. W. W. Woods, executive vice-president of the Institute, addressed the meeting on the subject, "The Business of Meat Packing."

#### Cedar Rapids Meeting.

The meeting of Division V of the



C. J. ROBERTS.  
Regional Chairman of Division IV.

Institute was held Wednesday, May 9, at Cedar Rapids, Iowa, in the Montrose Hotel.

At the morning session, E. F. Rath read a paper for J. W. Rath, both of the Rath Packing Company, on "Recommendations Made at the Last Meeting."

G. M. Pelton, of Swift & Company, in a very interesting talk compared the packing industry in respect to earnings on investment with other large industries of the country. His talk was illustrated with charts. In addition, he pointed out the value that an accountant can be to an executive.

A. C. Sinclair, of T. M. Sinclair & Co., Ltd., spoke extensively on the subject, "Factors in Successful Selling," stressing certain points such as time spent in actual selling during the day.

H. R. Smith, live stock commissioner of the National Live Stock Exchange, in his address spoke of the use of tat-

(Continued on page 48.)

## Profit in Healthy Hogs Packers Help Omaha Market to Make Fine Showing.

Further evidence of the good effect of the packer bonus for healthy hogs is shown in a report of the clean-up of tuberculosis in counties of Nebraska and Iowa shipping to the Omaha market and other nearby packing points.

Since the first county was accredited in the Omaha area about three years ago, a total of approximately \$275,000 in premiums has been paid by the packers in the 10c per 100 lbs. bonus. This is at the average rate of \$250 per market day.

The hog growers of one county alone have received a total of about \$29,000 in bonuses, and in another county \$21,000.

Since the work of tuberculosis eradication was begun some 12 years ago there has been a decline in the number of cattle with such lesions from 14,006 in 1916 to 4,691 in 1927, or from a percentage of 1.61 of the total cattle kill to .51 of one per cent in 1927.

This decline is particularly significant, as there were 35,000 more cattle slaughtered in 1927 at the Omaha market than in 1916.

There was a gradual rise in the percentage of hogs showing tubercular lesions between 1916 and 1922, but from 1922 on there has been a steady decrease.

There was a marked decline in the number of hogs in 1927 showing generalized lesions requiring condemnation of the entire carcass. In 1927 these condemnations totalled 3,015 out of a slaughter of 1,943,000 head, while in 1926 they were 3,711 out of a slaughter of only 1,782,000.

#### Methods That Get Results.

Commenting on the packer's attitude toward tuberculosis eradication, Carl M. Aldrich, general manager of the Morton-Gregson Company, Nebraska City, Nebr., an enthusiastic member of the tuberculosis eradication committee of the Omaha Live Stock market, said:

"Now that all of the southeastern counties are accredited areas and the counties directly east of us across the river are lined up we receive a very large percentage of accredited hogs; in fact, last week one day out of 2,000 hogs received 1,800 of them were from accredited areas on which we paid the bonus.

"We are inclined to think that the movement now on foot to have the hogs tattooed in all accredited areas on the farm and shipping points will tend to make both breeders and feeders still more careful and assist in cleaning up

(Continued on page 49.)

# THE NATIONAL Provisioner

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OFFICIAL ORGAN INSTITUTE OF  
AMERICAN MEAT PACKERS

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## Does He Know How to Sell?

Improving distribution and reducing  
sales costs are two big problems of  
industry. This is particularly true in  
the meat industry, whether it be pack-  
ing, wholesaling or retailing of meat  
and meat products.

A good deal of study has been given  
recently to wastes in distribution. The  
conclusion has been reached that the  
wastefulness of our distribution sys-  
tem is beyond question the gravest  
issue now before the industry and  
commerce.

Production methods in the meat in-  
dustry have been vastly improved, for  
the packer is ever looking for wastes  
and leaks in his manufacturing opera-  
tions.

He is looking to his methods of buy-  
ing livestock to see that they are right.  
He wants to know not only what an  
animal looks like on the hoof, but what  
it will look like on his rails.

It is true that the packer has yet to  
learn that his obsolescent machinery  
is costing him a lot of money, so there  
is yet room for improvement in his  
manufacturing operations.

But he is overlooking the fact that  
he is actually throwing away large  
sums in his distribution.

He may think this is all wrong. His  
losses seem to come from somewhere  
else. He is not paying his salesmen  
any more than other and more pros-  
perous packers pay theirs. He watches  
salesmen's expense accounts and sees  
that they are in line.

How is he wasting money in distri-  
bution?

There are two major leaks in the  
packer's distribution methods. One is  
his sales to customers who are a liabil-  
ity rather than an asset, and another  
is the wasteful methods he follows in  
his credits.

How many packers know what it  
costs them to sell a customer?

How many know what percentage of  
their customers buy sufficient volume  
to make them worth carrying on their  
books?

How many packers who export know  
whether their sacrifice sales abroad  
are worth their cost in the boost they  
give the domestic market?

Only recently it was pointed out by  
Dr. Julius Klein, chief of the Bureau

of Foreign and Domestic Commerce of  
the U. S. Department of Commerce,  
that "if we are to achieve substantial  
solvency during the stress of increas-  
ing international as well as domestic  
consumption, if we are to survive any  
temporary uncertainties which are  
bound to occur in various localities or  
trades," we must improve our distribu-  
tion methods.

He likens the present distribution  
system of industry, compared with its  
production methods, to a modern giant-  
capacity truck trying to deliver its  
load of up-to-date efficiently-produced  
commodities by creeping along the  
highway of commerce under the power  
of a "one-lung" motor.

This is what is happening in the meat  
industry—only the motor being used  
is even more antiquated.

When a system exists that will per-  
mit 36 meat salesmen to call every  
week on one retailer whose weekly pur-  
chases total less than \$500, and when  
some of these make two and even three  
calls a week, such a system is so hope-  
less that it is likely to sink of its own  
weight.

The sales saturation existing in  
many territories is beyond belief, and  
it is costing packers a lot of money to  
continue it.

The sooner they find out what it  
costs to make a sale, who are profit-  
able customers and who are not, where  
a sales force can be maintained and  
where it can not, and the territory in  
which it is too expensive to attempt  
to sell meat at all, the sooner will  
distribution practices in the meat pack-  
ing industry be improved.

## Increasing Labor Efficiency.

We would hear less about the pres-  
ent-day inefficiency of labor if manage-  
ment would take more pains and efforts  
to help labor to greater efficiency.

Management can make it easier for  
workers, particularly those who are un-  
skilled, and obtain greater efficiency  
if it will study the workers and their  
characteristics and qualifications and  
assign to each the work he is best fitted  
mentally and physically to perform.

To do this requires time and effort,  
of course, but the results in lower labor  
turnover and a greater efficiency are  
very much worth while.

# Practical Points for the Trade

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## Fancy Mortadella Sausage

An Eastern sausagemaker wants to make a high-grade Mortadella, and asks for a formula for a product of a fancier grade than that given in a recent issue of THE NATIONAL PROVISIONER. He says:

Editor The National Provisioner:

A short time ago you published a Mortadella formula which you stated was for a general commercial product. I would like to make a fancy Mortadella, and wonder if you can give us a formula and instructions for manufacturing.

Where an unusually high-grade Mortadella is desired the following formula, which requires very careful selection of the meats, may be used:

**Materials.**—Lean pork cut from hams and free from sinews and fat is best. Only the best part of the ham should be used.

The beef should be selected from beef rounds, also free from sinews and fat.

For the fat, use pork jowls, or neck fat as it is sometimes called. Part of the jowl is streaked with lean meat and contains glands. The top part of the jowl is clear fat, and this is the part to use.

Always see that the meats are thoroughly chilled before chopping and handling.

For each 100 lbs. of meat use

55 lbs. lean ham meat

30 lbs. of lean beef

15 lbs. pork jowls or neck fat.

**Handling.**—The pork jowls are cut in  $\frac{1}{2}$  in. cubes. The beef (but not the pork ham meat) is ground through the  $\frac{1}{8}$  in. plate of the grinder. It is then chopped in the silent cutter, and it is important that the knives be sharp.

Put the whole pork in the silent cutter and chop for 2 or 3 revolutions of the bowl, and then add the beef and chop very fine about 4 minutes. The seasoning is *not* added while the meat is being chopped.

**Seasoning.**—Put the chopped meat in the mixer with the cubed jowl meat and add the following seasoning per 100 lbs. of chopped meat and jowl fat:

8 oz. ground white pepper

8 oz. sugar

2 oz. saltpeter or nitrate of soda

1 oz. garlic

2 oz. whole white pepper

3 lbs. salt.

Mix three minutes until the meat is a stiff and tacky mass.

Spread on boards or pans not over 8 in. deep, and move to the cooler.

Hold in the cooler from 24 to 48 hours, at 38 to 40 degs. temperature.

**Stuffing.**—Stuff in beef bladders, medium and small size. The best bladders to use are those that have been simply salted. Fresh ones may also be used.

If it is necessary to use dried bladders they should be soaked in water (lukewarm) for a few minutes. Then salt them down till the next morning. Then rinse off the salt and they are ready to use. They are tied and roped similar to minced ham.

**Hanging.**—After stuffing hang the product in the cooler for 24 hours. Then hang in the steam house. This is a room built just like a smokehouse. It should be inside of a building, so that the weather will not affect the temperature of the inside room, provided there is no air conditioning system in the plant.

If the plant is equipped with air conditioning, outside weather conditions will have no influence.

The steam house is equipped with steam coils, preferably a number of coils that can be operated separately. This will insure a more even and more easily controlled temperature.

During the first four hours use very little steam. Then gradually raise the

temperature to 120 degs. F. This will cause the product to dry properly. Increase the temperature to 150 degs. at the end of 30 hours. It will take about 30 hours to cook an 8/10 lb. size sausage this way. The inside temperature of the sausage must be 138 degs. F.

When the mortadella is taken out of the steam house it should be covered with a cloth, so that it does not dry and cool too quickly.

If there is no steam house available, this sausage may be cooked in a gas smokehouse without smoke (only heat) with good results.

**Drying.**—If a dry product is desired hang the sausage in a dry room until thoroughly dry.

## Killing by Electricity

A Southern reduction company asks for data on killing stock by electricity. They say:

Editor The National Provisioner:

We would like to get all the information we can in regard to killing stock by electricity.

This inquirer does not state whether or not it is meat animals that are to be killed by this method, or whether it is animals that will be used only for rendering purposes.

Where electricity has been used for stunning meat animals there is usually objection that it kills rather than stuns, and that there is an unsatisfactory effect on the meat due to the inability to thoroughly bleed the animal. Some recent reports have claimed that this trouble had been overcome, however.

Where stock are killed by electricity the usual practice is to place them on a steel or metal plate connected with a wire circuit. The other end of the circuit is attached to a pole, which is used for the actual stunning or killing.

On the end of this pole is an electrode. When the system is charged, all that is necessary is to touch the animal on the head with this pole and the action is instantaneous.

In some places at least where such an arrangement has been installed insurance companies have raised serious objection to it, so serious in fact that the device was removed promptly. This is because of the high voltage required, with its attendant fire danger to the plant.

What is the emulsion method of preparing sausage meats to increase binding qualities? Ask the "Packer's Encyclopedia," the meat packer's guide.

## Making Dry Sausage

It is only recently that these delicious products have been made to any great extent in this country. Special air conditioning apparatus is needed, as definitely controlled temperatures and humidities are essential, especially in the hanging room.

A recent illustrated article in THE NATIONAL PROVISIONER discussed operating conditions, temperatures and humidities needed to make dry sausage. It followed the product from the stuffing bench clear through to the sales end in a most complete fashion.

Reprints of this article may be had by filling out and mailing the following coupon, together with 5c in stamps.

Editor The National Provisioner,  
Old Colony Bldg., Chicago, Ill.  
Please send me your reprint on  
"Making Dry Sausage."  
I am  
I am not a subscriber to THE  
NATIONAL PROVISIONER.

Name .....

Street .....

City ..... State .....

5c in stamps enclosed.



## Lard Substitute Methods

The matter of good practices in making lard substitutes has been brought up by a Southern packer, who says:

Editor The National Provisioner:

In making lard substitute we are now using 8 per cent hydrogenated cottonseed oil and 92 per cent prime summer white deodorized cottonseed oil.

Please advise us what percent of hydrogenated cottonseed oil we shall use in order to get a proper hardness and how you figure the percentages in getting this hardness.

How hot should the liquid lard substitute be when it reaches the chilling roll and at what temperature (how cold) should the chilling roll be?

We have a temperature in this climate of something like 100 degs. F. in the summer time and the thermometer sometimes reaches 110 degs. in the shade.

Perhaps the only sure way to get uniform results with lard substitute is to have every shipment of hydrogenated oil analyzed, as the oil will run different degrees of hardness—anywhere from 57 to 62.5 degs. C.

A sample from each shipment of hydrogenated oil, together with a sample of the deodorized cottonseed oil being used, should be sent to an analytical laboratory prepared to make such tests, in case there is no chemist available at the plants.

Such laboratories should be able to tell the exact proportions to use in order to produce a shortening which will mix to the best advantage in baking bread or biscuits and crackers, or for the use of the housewife generally. This would eliminate guesswork.

Such a laboratory could also prescribe the proper temperatures. A fair temperature for liquid substitute to the roll is 145 degs. F. The roll should be zero F. or lower.

### SURE BUT DANGEROUS REMEDY.

A caution regarding the use of hydrocyanic acid gas used in meat packing plants to exterminate rats and other vermin was recently issued by the U. S. Bureau of Animal Industry. An example of the deadly nature of this gas is given in the recent death of an expert fumigator and two helpers, who lost their lives while fumigating a meat plant.

"Fumigation with hydrocyanic acid gas is an effective method for the control of vermin in meat-packing establishments," the bureau points out, "but the extremely dangerous character of the gas must always be kept in mind, even by those familiar with safe procedure."

In the case of the deaths cited, it appears that the arrangements for fumigation were faulty and that after releasing the gas charges at the lowest level—the hide cellar—the men were obliged to traverse two floors above in order to release the charges there. Under such circumstances, a

slight delay may easily be fatal. The exact details in this case are not available, as the only persons in the plant at the time were the three men doing the fumigating, who lost their lives.

### HIGH PRESSURE WASHING.

(Continued from page 22.)

#### Saves Cutting Out Bruises.

So far as beef carcasses are concerned, workmen appreciate the ease and quickness with which the work can be done, and the good appearance of the carcass so treated. But what pleases them most is the saving effected when carcasses are bruised.

In a large majority of cases it is not necessary to spoil the appearance of the carcass by cutting out bruises. These are washed out by using a driving spray on the bruise, and then washing with a broad spray.

This one point alone marks not only a remarkable advance in packinghouse practice, but a big saving of money in value of product.

*Do you use this page to get your questions answered?*

## Scales and Profits

How much do your scales and scalers cost you every year?

Are your scales accurate and of the proper capacity—your scalers conscientious and well-trained?

Do you keep your scales operating within certain narrow "tolerances"?

**Scales and their operators play a big part in your profit or loss for the year!**

Reprints have been made of six articles which have appeared in THE NATIONAL PROVISIONER on "Weighing in the Meat Plant." In them the selection of scales, training of scalers and the troublesome question of tolerances are discussed. Other articles are to follow.

They may be had by subscribers by filling out and sending in the attached coupon, together with 25c in stamps.

The National Provisioner,  
Old Colony Bldg., Chicago.  
Please send me the reprints on  
"Weighing in the Meat Plant."

Name .....

Street .....

City ..... State .....

Enclosed find 25c in stamps.

## Operating Pointers

For the Superintendent, the Engineer, and the Master Mechanic

### SAVE THE DROPS.

By W. F. Schaphorst, M.E.

It has often been written that little is known about the amount of lubricating oil that should properly be used in a steam engine. How many drops per minute is the correct number? One or ten? How can anybody be sure?

One drop per minute may not be enough in your engine. Ten may be too many. It is impossible to look inside an engine and actually see what the lubricant is doing, and even then we could not be sure without a test of some kind.

While feeding, say, 10 drops of oil per minute to the cylinders, just after a long run, and while running at normal speed, throw off all load from the engine. Then suddenly close the steam valve. The flywheels will cause the engine to continue to run for some time, and that is an important factor. How long does it take the flywheel to stop? By use of your watch you can find the time to the second. Make a note of the time required to stop from the instant the steam valve is closed until the engine stops "dead." Do it carefully.

Next time try 9 drops of oil per minute, but do not allow any other condition to be changed. If the stopping time is the same, you may as well save 60 drops an hour, 600 drops a day, or 18,000 drops a year.

Then try 8 drops, 7 drops, 6 drops, etc. Finally, use the least number which permits maximum stopping time.

Judgment must be used with this test, of course. Do not choke down the lubricant until the cylinder is liable to be ruined. But as long as the stopping time is at its highest you can feel certain that the cylinder is well lubricated.

To be sure this test is not applicable or practical in every plant but it may serve as a good suggestion so that many drops and much money will be saved.

### RE-USING COMPRESSOR OIL.

Operating men in charge of ammonia compressors are not at all in accord as to whether or not it is good practice to reuse lubricating oil in the machine. Like many subjects of a general nature it is dangerous to offer specific recommendations unless all of the particular conditions are known.

As a general proposition, however, the lubricating oil may be used over again a number of times if the oil is suitable in the first place. Unless the working conditions are abnormal the oil does not deteriorate greatly in use.

The condition of the oil should be watched, however. If it shows signs of developing a soap-like consistency, due to contact with ammonia, its use should be discontinued and fresh oil substituted.

In any event it is good practice to drain the crankcase at least two or three times a year, settle the oil removed and run it through a filter.



## and Its Value in Today's Market Is Inestimable

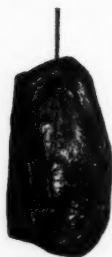
Present day highly competitive markets necessitate advanced merchandising methods in the field of food products. In retailing any food product, packages are given preference. Leaders in the meat packing industry (Armour, Cudahy, Dold, Gobel and others knowing package value) use the KLEEN KUP for sausage meat. They realize on the merchandising value of this specially made package for sausage meat—they know that it builds sales volume—it causes repeat orders—it creates added prestige for their organization and product. Of course you are not obligated when you write for samples. Sizes one ounce to ten pounds.

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NEWARK NEW JERSEY

## Meeting the New Competition Face to Face—and Beating It!



In this industry we have come to realize that to get the lion's share of America's Dollar we must make a strong bid for it. We cannot afford to let other industries out-bid us.

The best possible way to make a truly effective bid for the consumer's dollar is to display your product in its most attractive, appealing fashion before their eyes—at the point of sale.

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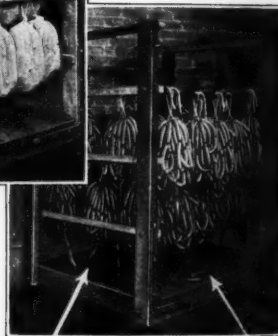
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# A Page for the Packer Salesman

## Packer Salesman's Problems

### Theory and Practice in Selling Packinghouse Products.

By T. R. Bradley

(EDITOR'S NOTE.—At the request of THE NATIONAL PROVISIONER Mr. Bradley, a packinghouse salesman and sales manager of long experience, has prepared a discussion of the problems of the packinghouse salesman. This is the first installment.)

Volumes have been written on the theory of selling. High-salaried specialists have imparted invaluable information on this subject in the form of books, pamphlets, lectures, sales courses, et cetera.

Such principles of successful merchandising as have been definitely established are as applicable to the selling of packinghouse products as they are to any other field of merchandising.

But, owing to the varied line of products sold by the packer, the ever-present consumer demand for such products, character of prospects encountered, etc., the problems of the packer salesman are somewhat different than those affecting salesmen in other industries.

Therefore, the methods employed must vary according to the specific problems encountered.

### Salesmen Must Learn.

To arrive at greater efficiency, we, as salesmen, should strive for greater knowledge and more advanced selling methods.

Such efforts are certain to result in a general uplifting of the profession, and will prove mutually beneficial to the salesman and the packing industry as a whole.

It is with this aim in view that I shall outline briefly in these articles the accepted theories of efficient salesmanship, applied particularly to the work of the packer salesman. The conclusions drawn are the result of observations made during my ten years' contact with the meat trade as a packer sales representative.

### Relative Position of the Packer Salesman in the Industry.

Economical distribution and profitable merchandising are the big problems of the meat packer. He may use all the modern improvements in his operations and apply the most scientific

methods in manufacturing, but these things avail him little without profitable merchandising.

It is generally conceded that packinghouse products are marketed most successfully through salesmen directly in the employ of the packer.

The success of the business as a whole is placed, primarily, upon this salesman's shoulders. He has reason to feel proud of this responsibility. His position, relatively, is the most important one in the industry.

He is not only the channel through which the bulk of the products are sold, but he is also the channel through which consumer demand is made known to the packer. He feels the pulse of the trade and diagnoses the business situation.

He is the eyes and ears of the packing industry—an index to commercial progress.

It is an enviable position, and this fact should stimulate a feeling of pride and self-importance which will reflect very noticeably in the packer salesman's work.

(In the next installment Mr. Bradley will discuss the need for the packer salesman to know the product he tries to sell.)

## Tips for Your Trade

### READY-TO-SERVE MEATS.

Now that the picnic season and hot weather is approaching, it is not too early to advise your customers that ready-to-serve meats are a profitable summer line.

If they do not have display cases in which these specialties can be shown attractively urge them to install them and to keep them well stocked with a tempting variety of these foods.

And in this connection they should be reminded that a well-assorted variety of meats on display is better than a larger stock of a few meats.

One dealer has built up a profitable trade in "ready-to-serve" meats by catering particularly to picnickers. He reminds his trade frequently what delicious sandwiches "ready-to-serve" meats provide, and that bacon and frankfurters are delicious when cooked over an open fire.

Every dealer can build up a profitable business in "ready-to-serve" meats with little difficulty if he will but make the effort. The salesman can help his customers and himself by encouraging them along this line.

Do your salesmen see this page every week?

## Boosting Gets Business

### Knock Your Competitor and You May Lose the Order

It may be hard to say nice things about your competitor and his product, but it pays.

Or rather, it may not pay to take the other course and "knock."

A packer sales manager was reading one of the famous sales letters of President J. Kindleberger of the Kalamazoo Vegetable Parchment Co. the other day when one of his own salesmen came in and told him a story which matched it.

In his letter the famous Jay told of two motor truck salesmen trying to sell him. The first one spent all his time telling Mr. Kindleberger what a mistake it would be to buy his competitor's truck.

"The second salesman came in and told us as briefly as possible, but also painstakingly, how his truck was made and what it would do. We asked him what he thought of the competitive truck we had just been hearing about. He said it was mighty good and made by responsible people, and then he proceeded to show us how it differed from his truck, and because of these differences, why he thought his was the better one.

"Well," we said, "we have decided to give the other man the business."

This super-salesman stood up, extended his hand and said, "That is perfectly all right, Mr. Kindleberger. I would have been glad of course to make the sale, but you will get a good truck I am sure of that."

"Wait a minute," we said, "you have just received the third degree which we give all salesmen, and as you have come through clean, you get the order."

Just as Mr. Packer Sales Manager finished reading this, in came his salesman with a good-sized order for lard.

His customer had put him through the same course that J. K. did the truck salesman. He asked what the salesman thought of the lard of two competitors.

"Both are good," said the salesman, "and you'll make no mistake in buying either. But on an equal basis of quality and price considered our lard is just as good."

The customer told him both his competitors had said his lard was of low quality, and spent their time knocking it. "I'm going to give you the order," said he. "I don't like knockers, and I know your lard is what you represent it to be."

It pays to boost—or at least, to avoid knocking.





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by Stimulating  
Appetites , , ,**

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# Provision and Lard Markets

## WEEKLY REVIEW

**Trade Quiet—Prices Steady—Cash Demand Maintained—Exports Better.**

The market has moved rather narrowly this week, showing recovery from the low point of last week on both meats and lard and with a better tone to the future dealings. The position of the market has apparently been helped a good deal by the drastic liquidation of last week, and a more confident feeling prevails that the weaker holdings has been disposed of.

The hog movement has been fairly good for the season with the total for the past week at the principal points 441,000 against 461,000 last year. The price of live hogs has been quite steady, also showing some loss from the recent highpoint. Demand from packers has been quite good and there has been no particular evidence of pressure on the market from the result of the unsold hogs at close of the day.

Shipping demand for products, as reflected by the shipments from packing points, shows the maintenance of a good domestic distribution, although the exports have been very indifferent to meats for some time past. The shipments abroad of meats the past week were considerably better than the previous weeks and compared fairly well with last year. The exports of lard, which fell off for a week or two, have become excellent. The shipments for the week of 13,462,000 lbs. were 50 per cent more than the preceding week.

### Domestic Demand Good.

Advices from the country are somewhat mixed as to what might be expected in the way of the next months movement of hogs, but there seems to be no evidence to indicate any material change in the total arrivals. The heavy movement of the winter and spring is believed by some to be about over, and that hogs have been merchandized pretty well. The maintenance of high levels for corn prices are rather disappointing, but there is considerable confidence that the feeding situation will improve from now on, particularly in the way of ordinary rough feed stuffs, although the question of grain prices indicates that the grain feeding costs will remain high until new grain is available.

The government report on pastures issued on Wednesday of this week showed a rather low condition, and unless there is a distinct improvement in the weather, this may be an influence of considerable importance in the hog position.

Domestic demand for product is keeping on a fairly good basis. There is a persistent demand for fresh meats which is absorbing a large amount of the production. With a decrease in the hog movement, there is a disposi-

tion to believe that product stocks have reached the approximate high levels. The total of stocks on hand is large, however, and act as a checking factor in advances in the market.

### Lard Exports Increase.

There has been a good deal of gossip lately about an interest in the lard market on the long side in connection with a short interest in corn, the trades being for foreign account. Part of this, it is explained, was liquidated on the break last week with not very satisfactory results.

There is also some disposition to believe that the large stocks of products will not prove an adverse factor in the market to any extended amount on account of the control being in the hands of the big producing interests who will be adverse to merchandising these stocks to any lower range of value than can be helped.

The export movement of products the past week showed quite a change. At one time Germany was getting a large portion of the lard shipments, but the last week out of a total of 13,462,000 lbs., the exports to Germany were only 2,872,000 lbs., while the amount going to English points was nearly 6,000,000 lbs. The English market continues to take the bulk of the meat movement. Out of the shipments of 6,500,000 lbs. the past week, the total to English ports was 5,200,000 lbs.

**PORK**—Trade was light at New York the past week with the market firm, with mess quoted at \$32.50; family, \$34.50@36.50; fat backs, \$27.00@29.00. At Chicago, mess pork was quotable at \$28.00.

**LARD**—The market was irregular. Domestic demand was fairly good, while the outward movement continued at a fair pace. At New York, prime western was quoted at \$12.55@12.65; middle western, \$12.35@12.45; city, 12@12½c; refined continent, 12½c; South America, 13½c; Brazil kegs, 14½c; compound car lots, 12½c; less than cars, 12½c. At Chicago, regular lard in round lots was quoted at 2½ under May; loose lard, 110 under July; leaf lard, 122 under July.

**BEEF**—The market at New York was steady, but demand was rather dull. Mess was quoted at \$23.00@24.00; packet, \$25.00@27.00; family, \$29.00@31.00; extra India mess, \$44.00@45.00; No. 1 canned corned beef, \$3.40; No. 2, \$6.00; 6 lbs. South America, \$16.75; pickled tongues, \$55.00@60.00 per barrel.

See page 42 for later markets.

### LESS FROZEN MEAT IN GERMANY.

The measure making effective the reduction in the duty-free contingent of frozen meat imports into Germany became effective March 30, 1928. The quantity that can be imported free of duty has been reduced from 120,000 to 50,000 tons. This step has been taken in an effort to help the German cattle raiser.

### BRITISH IMPORTS LARGER.

March imports of bacon into Great Britain reached 87,024,000 lbs., according to preliminary figures cabled by E. A. Foley, American agricultural commissioner at London. That figure marks a continuance of the monthly increases noted since December, 1927, and is second only to the record of 88,256,000 lbs. reached in June, 1927. The March, 1928, level is nearly 2,000,000 lbs. in excess of February, and more than 3,000,000 lbs. ahead of March, 1927.

The Danish share of 54,656,000 lbs. was larger than in February, but the outstanding increases came in receipts from the United States and Canada.

The American figure of 7,392,000 lbs. was nearly 2,000,000 lbs. in excess of February and stands above any month since August, 1927. The Canadian share, at 3,472,000 lbs., was the largest since last October. Total ham imports increased slightly to reach 9,632,000 lbs. against 6,832,000 lbs. a year ago. Lard imports have been increasing also since October, the current figure being 33,840,000 lbs., an increase of nearly 13,000,000 lbs. over March, 1927.

### FEBRUARY MEAT CONSUMPTION.

The apparent per capita consumption of federally inspected meat during February, 1928, with comparisons, is reported by the U. S. Department of Agricultural Economics as follows:

#### BEEF AND VEAL.

Consumption:	Pounds.
February, 1928 .....	379,000,000
January, 1928 .....	394,000,000
Per Capita Consumption:	
February, 1928 .....	3.2
January, 1928 .....	3.3

#### PORK AND LARD.

Consumption:	
February, 1928 .....	641,000,000
January, 1928 .....	676,000,000
Per Capita Consumption:	
February, 1928 .....	5.4
January 1928 .....	5.7

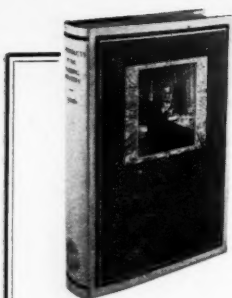
#### LAMB AND MUTTON.

Consumption:	
February, 1928 .....	44,000,000
January, 1928 .....	47,000,000

#### TOTAL.

Consumption:	
February, 1928 .....	1,065,000,000
January, 1928 .....	1,117,000,000
Per Capita Consumption:	
February, 1928 .....	8.0
January, 1928 .....	9.3

Per capita consumption of all meats during February, 1927, was 7.6 lbs. As compared with February, 1927, per capita consumption of beef during February, 1928, was .3 lbs. less; pork and lard, 1.6 lbs. more; lamb and mutton, .02 lbs. more.



## No Waste in the Packing Industry? Consult—

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#### GERMAN MEAT PRODUCTION.

The outstanding feature of the German meat industry in the year 1927 was the heavy increase in pork production. The total number of hogs slaughtered under inspection in 1927 was 17,215,000, an increase of 32 per cent over 1926 and 5 per cent over 1913. In the fourth quarter of 1927 hog slaughter increased 40 per cent over 1926.

This exceptionally heavy slaughter was largely due to the fact that prices for hogs were considerably below prices of 1926, whereas prices of feed grains were higher. Prices for hogs were even lower than in 1913, whereas prices for feeds, the most important being potatoes, corn and barley, were considerably higher than in 1913. The unfavorable relation between hog prices and feed prices has prevailed so far during 1928. Inspected pork production for the year amounted to 3,397,069,000 lbs., an increase of 29 per cent over 1926, and 5 per cent over 1913.

The number of cattle and calves slaughtered was 7,256,435, which was

somewhat under 1926, but 5 per cent above 1913. Beef and veal production in 1927 remained about the same as in 1926 and 1 per cent below 1913. Sheep and goat slaughter and meat production were both less in 1927 than in 1926 or in 1913.

#### RUSSIAN BACON FACTORIES.

An expenditure of 3,961,000 rubles (\$2,035,954) is to be made for new bacon factories in Russia. Of this 1,000,000 rubles (\$514,000) is to be spent during the current year. Equipment and extension of old bacon factories is also to be undertaken, to the extent of 1,626,000 rubles (\$835,765). It is planned to spend 831,000 rubles (\$427,134) during the current year. This report was taken from the Moscow official "Economic Life" of March 2, 1928, and made public by the U. S. Department of Commerce.

#### BRITISH MEAT SUPPLIES LARGE.

For the first 3 months of 1928 receipts of pork and bacon at London Central Markets show an increase of 31 per cent over 1927. The increased supplies are due principally to an increase of 40 per cent in receipts of British and Irish produced pork. Beef supplies, on the other hand, show a decrease chiefly on account of an 8 per cent decrease in receipts of Argentine beef. Receipts of British and Irish produced beef show a 15 per cent increase and there was also an increase in the amount received from Uruguay.

#### LARD AND GREASE EXPORTS.

Exports of lard from New York, May 1, 1928, to May 9, 1928, 14,367,853 lbs.; tallow none; grease, 448,000 lbs.; stearine, none.

#### PORK PRODUCTS EXPORTS.

Exports of pork products from the principal ports of the United States during the week ending May 5:

##### HAMS AND SHOULDERS, INCLUDING WILTSHIRES.

	Week ending—			
	Jan. 1, '28	May 5, 1928.	May 7, 1928.	Apr. 28, May 5, 1928.
	M lbs.	M lbs.	M lbs.	M lbs.
Total .....	1,985	1,576	2,105	30,912
To Belgium .....	.....	.....	.....	118
United Kingdom .....	1,794	1,517	1,867	32,432
Other Europe .....	.....	.....	.....	868
Cuba .....	151	31	30	2,988
Other countries .....	40	28	208	5,862

##### BACON, INCLUDING CUMBERLAND.

Total .....	2,825	1,883	3,402	53,700
To Germany .....	526	.....	229	5,243
United Kingdom .....	1,811	1,476	2,931	25,094
Other Europe .....	482	308	186	15,064
Cuba .....	.....	.....	8	5,240
Other countries .....	6	99	129	2,538

##### LARD.

Total .....	15,584	13,846	12,460	291,332
To Germany .....	4,484	3,462	3,954	68,064
Netherlands .....	1,530	564	821	30,062
United Kingdom .....	6,089	6,187	5,380	101,327
Other Europe .....	1,357	1,361	361	31,843
Cuba .....	991	1,087	1,086	29,060
Other countries .....	1,133	585	878	40,768

##### PICKLED PORK.

Total .....	475	163	175	9,101
To United Kingdom .....	.....	.....	80	1,554
Other Europe .....	27	.....	9	717
Canada .....	350	82	39	2,469
Other countries .....	98	77	47	4,361

##### TOTAL EXPORTS BY PORTS.

Week ending, May 5, 1928.

	Hams and shoulders, M lbs.	Bacon, M lbs.	Lard, M lbs.	Pickled pork, M lbs.
Boston .....	1,985	2,825	15,584	475
Detroit .....	.....	.....	77	2
Port Huron .....	1,165	568	2,680	89
Key West .....	651	408	958	398
New Orleans .....	126	.....	760	.....
New York .....	8	6	1,127	68
Philadelphia .....	8	1,843	9,854	27
Portland, Me. ....	.....	.....	128	.....

##### DESTINATION OF EXPORTS.

	Hams and shoulders, M lbs.	Bacon, M lbs.	Lard, M lbs.
Exported to:			
United Kingdom (total) .....	1,794	1,811	.....
Liverpool .....	.....	688	1,086
London .....	.....	369	220
Manchester .....	.....	54	.....
Glasgow .....	.....	222	.....
Other United Kingdom .....	.....	451	465
Exported to:			
Germany (total) .....	.....	.....	4,484
Hamburg .....	.....	.....	4,228
Other Germany .....	.....	.....	256

#### 1928 ARGENTINE CATTLE KILL.

Cattle slaughter in Argentina for the first 2 months of 1928 is estimated at 526,000, a decrease of 16 per cent compared with 1927, and 23 per cent compared with the record year 1924.

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# Tallow and Grease Markets

## WEEKLY REVIEW

**TALLOW**—After holding firmly for a time, the tallow market in the east developed an easier undertone when the larger consumers pulled out as buyers. Offerings increased somewhat, and prices declined  $\frac{1}{2}$ c from the recent levels. Outside stuff equal to extra sold at New York at  $8\frac{1}{2}$ c f.o.b., and the indications were that extra was available at that level in fair volume.

At New York special was quoted at  $8\frac{1}{2}$ c; extra,  $8\frac{1}{2}$ c; edible, 10c. At Chicago, strength in the surrounding markets and the limited production of tallow created a strong undertone. Offerings there were light and buyers somewhat eager to take hold at the previous paid levels.

At Chicago, edible was quoted at  $9\frac{1}{2}$ @ $9\frac{1}{2}$ c; fancy, 9c; prime packer,  $8\frac{1}{2}$ c; No. 1,  $8\frac{1}{2}$ c; No. 2,  $7\frac{1}{2}$ @ $7\frac{1}{2}$ c. There was no tallow auction at London this week. At Liverpool, the market for Australian tallow was unchanged, with fine quoted at 42s and good mixed at 39s 9d.

**STEARINE**—The market ruled rather quiet the past week and the undertone was easier, due partly to reports of slow compound business. While oleo was held at  $11\frac{1}{2}$ c at New York, there was strong intimations that supplies could be bought somewhat under that level on firm bids. At Chicago, the market also experienced a quiet demand, with the tone barely steady, and oleo quoted at  $11\frac{1}{2}$ @ $11\frac{1}{2}$ c.

**OLEO OIL**—Demand this week was very quiet again in the east and prices as a result, were a shade easier, with extra, New York, quoted at  $14\frac{1}{2}$ c; medium,  $13\frac{1}{2}$ c; lower grades,  $12\frac{1}{2}$ @ $13$ c according to quality. At Chicago, oleo was in slow request, but offerings were limited and the market steadied at  $14\frac{1}{2}$ c.

See page 42 for later markets.

**LARD OIL**—A good demand is experienced in the east from time to time, and as a result a firm undertone continues in evidence. At New York, edible was quoted at 16c; extra winter, 13c; extra,  $12\frac{1}{2}$ c; extra No. 1, 12c; No. 1,  $11\frac{1}{2}$ c; No. 2,  $11\frac{1}{2}$ c.

**NEATSFOOT OIL**—Demand was reported better and the market steady, with offerings well held. At New York, pure was quoted at  $15\frac{1}{2}$ c; extra,  $12\frac{1}{2}$ c; No. 1, 12c; cold test,  $18\frac{1}{2}$ c.

**GREASES**—A fair demand and a firmer market was noted in the east the past week, but an easing in the tallow levels served to check buying interest and the upturn. Sentiment, however, was mixed, but producers were holding firmly, while consumers were unwilling to follow the advance. In some quarters supplies in producers' hands were reported as quite moderate, but this was offset by a withdrawal of soapers' interest about the middle of the week.

At New York, choice yellow and house was quoted at  $7\frac{1}{2}$ @ $7\frac{1}{2}$ c; A white,  $8\frac{1}{2}$ c; B white, 8c; choice white,

9@c. At Chicago, a stronger undertone in the grease market was in evidence, with producers offering sparingly and buying interest rather good. Choice white was in demand, and medium and low grade stocks gradually working higher. At Chicago, brown was quoted at  $7\frac{1}{2}$ @ $7\frac{1}{2}$ c; yellow,  $7\frac{1}{2}$ @ $7\frac{1}{2}$ c; B white,  $8\frac{1}{2}$ c; A white,  $8\frac{1}{2}$ c; choice white, all hog,  $8\frac{1}{2}$ @ $8\frac{1}{2}$ c.

### By-Products Markets

Chicago, May 10, 1928.

#### Blood.

Offerings of blood are light and the market is strong.

Unit Ammonia.

Ground and unground ..... 5.25@5.35

#### Digester Hog Tankage Materials.

Feeding tankage is scarce and market is very strong. Some producers are asking as high as \$5.50 and 10c.

Unit Ammonia.

Ground,  $11\frac{1}{2}$ @ $12\frac{1}{2}$  ammonia.....\$5.25@5.35 & 10  
Ground, 6 to 8% ammonia..... 4.00@4.25  
Unground,  $11\frac{1}{2}$  to 12% ammonia..... 3.75@4.00  
Unground, 6 to 8% ammonia..... 3.90@4.15  
Liquid stick, 7 to 11% ammonia..... 3.75@4.00

#### Fertilizer Materials.

Practically no accumulations of fertilizer tankage materials on hand. Market strong. Producers holding for \$4.50 and 10c.

Unit Ammonia.

High grd., ground, 10% am..... \$4.50 & 10  
Lower grade, ground & unground,  
6-9% ammonia ..... 3.75@4.00  
Hoof meal ..... 3.75@4.00  
Bone tankage, low grade, per ton. 23.00@25.00

#### Bone Meals.

Little trading in this market, most of the product being deliverable on contract.

Per Ton

Raw bone meal.....\$55.00@60.00  
Steam, ground ..... 28.00@30.00  
Steam, unground ..... 23.00@25.00

#### Cracklings.

Crackling market continues strong. Buyers' ideas around \$1.20@1.25 for prompt and future. Some producers asking \$1.30 for unground expeller and cake cracklings.

Per Ton

Hard pressed and exp. unground, per  
unit protein ..... \$ 1.20@ 1.30  
Soft prod. pork, ac. grease & quality 75.00@80.00  
Soft prod. beef, ac. grease & quality 45.00@50.00

#### Gelatine and Glue Stocks.

Buyers' ideas on jaws, skulls and knuckles mostly \$40 limit. However, some product moving at better prices. Junk bones saleable at \$30 Chicago and other Middle Western points. Market dull on pig skin scraps.

Per Ton.

Kip and calf stock.....\$ @40.00  
Rejected manufacturing bones..... 52.50@55.00  
Horn piths ..... 45.00@46.00  
Cattle jaws, skulls and knuckles... @40.00  
Sinews, pizzles and hide trimmings.. @35.00  
Pig skin scraps and trim., per lb.. @ 4c

#### Horns, Bones and Hoofs.

Big packer hoofs sold at \$45 per ton, basis Chicago. Hoof meal nominally \$3.75@4.00.

Per Ton.

Horns, according to grade.....\$40.00@150.00  
Round shin bones..... 55.00@ 65.00  
Flat shin bones..... 55.00@ 60.00  
Cattle hoofs ..... 40.00@ 45.00  
Junk bones ..... 28.00@ 30.00

(Note—Foregoing prices are for mixed carloads of unassorted materials, indicated above.)

#### Animal Hair.

Some firm bids for coil or field dried summer hair.

Coil and field dried.....  $1\frac{1}{2}$ @ 2c  
Processed grey, per lb..... 3 @ 5c  
Cattle switches, each\*..... 4 @  $5\frac{1}{2}$ c

\*According to count.

### EASTERN FERTILIZER MARKET.

(Special Report to The National Provisioner).

New York, May 9, 1928.

A few cars of ground tankage were sold at \$4.50 and 10c New York for immediate shipment, with one sale at \$4.35 and 10c f.o.b. a local point. Stocks are light, but there is hardly any demand. South American is quoted at \$4.75 and 10c c.i.f. for June shipment.

Dried blood sold around \$4.65 New York, and South American was offered at \$4.60, with bids in the market of \$4.50 for June-July shipment.

Unground dried fish scrap is higher in price due to the demand from feeding buyers.

Nitrate of soda is in fair demand, with the importers quoting \$2.32 $\frac{1}{2}$  ex vessel. In the South this price is being fairly maintained, but at some Northern ports resale is to be had as low as \$2.25 ex vessel. Futures are limited in trading at the present time. The market in Chile is very firm.

### CHEMICALS AND SOAP SUPPLIES.

(Special Report to The National Provisioner).

New York, May 9, 1928.—Latest quotations on chemicals and soap makers' supplies:

Extra tallow, f.o.b. seller's plant,  $8\frac{1}{2}$ c lb.; Manila coconut oil, tanks, New York,  $8\frac{1}{2}$ c lb.; Manila cocoanut oil, tanks, coast,  $8\frac{1}{2}$ c lb.; Cochiti cocoanut oil, barrels, New York, 11c lb.

P. S. Y. cottonseed oil, barrels, New York,  $12\frac{1}{2}$ @ $12\frac{1}{2}$ c lb.; crude corn oil, barrels, New York,  $11\frac{1}{2}$ c lb.; Olive oil foots, barrels, New York,  $10\frac{1}{2}$ @ $10\frac{1}{2}$ c lb.; 5 per cent olive oil, barrels, New York, \$1.25@1.30 gal.

Crude soya bean oil, barrels, New York,  $11\frac{1}{2}$ @ $12\frac{1}{2}$ c lb.; palm kernel oil, barrels, New York, 9.95c lb.; red oil, barrels, New York,  $9\frac{1}{2}$ @ $9\frac{1}{2}$ c lb.; Niger palm oil, casks, New York,  $7\frac{1}{2}$ c lb.; Lagos palm oil, casks, New York,  $7\frac{1}{2}$ c lb.; glycerine (soaplye),  $7\frac{1}{2}$ c lb.

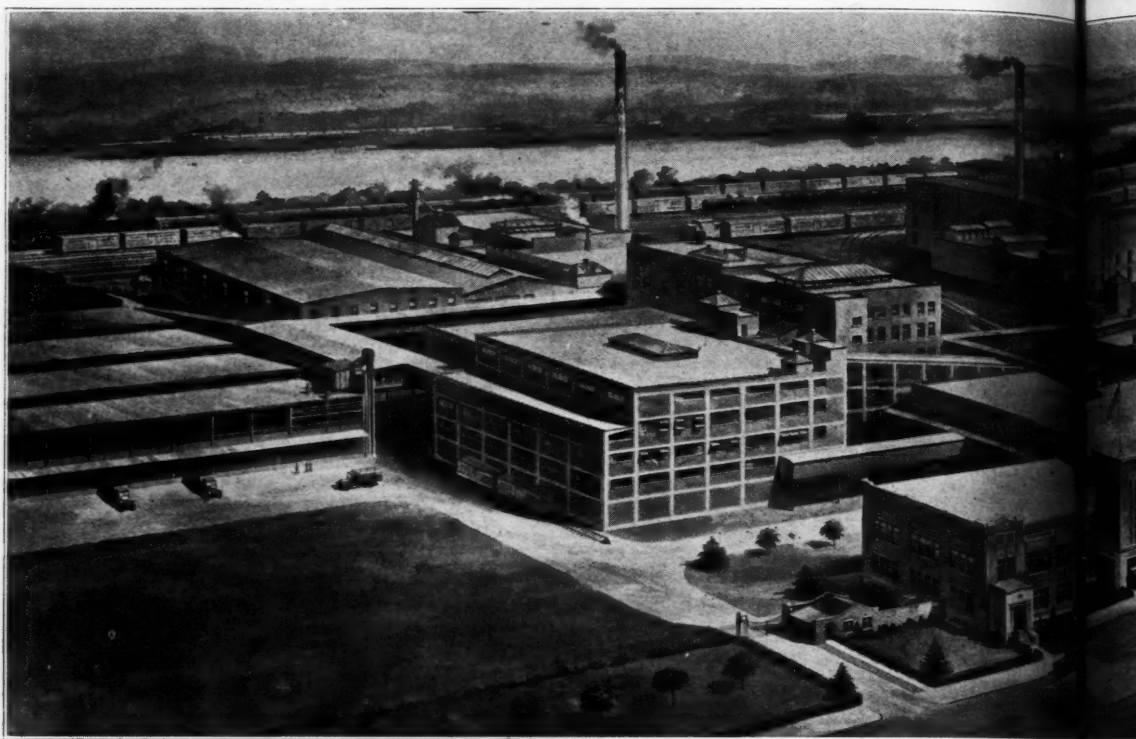
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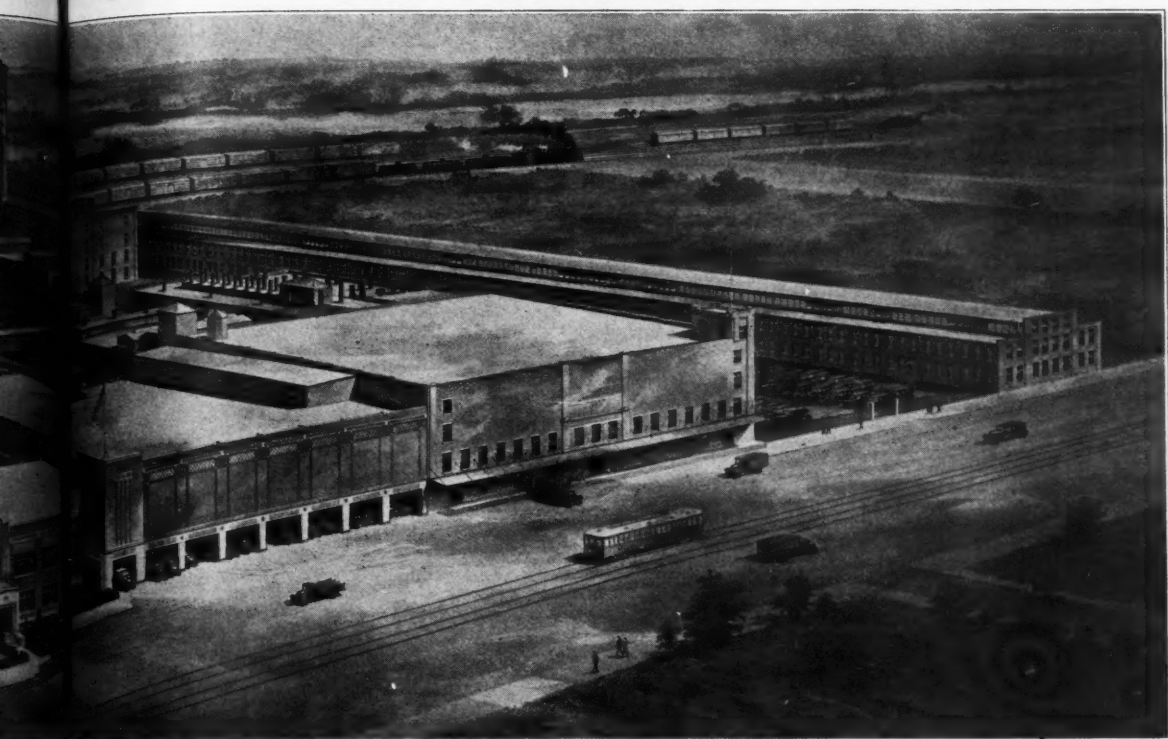
This growth has been built upon a firm foundation of an ideal which says "Keep Faith" with our customers. One, we believe, which accounts for this remarkable growth; which accounts for



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the high regard with which American Beauty Brand is held today.

Of course, an ideal to be effective must be put into smooth operation. The fact that the growth has been constant and cumulative points to conscientious effort and sound business principles.

It goes without saying that we shall maintain our ideal and continue to strive. If the future can at all be judged by the past we should, therefore, continue to grow.

# 'SONS COMPANY

Cincinnati, Ohio





## Production and Stocks of Fats and Oils

Factory production of fats and oils (exclusive of refined oil and derivatives) during the three-month period ended March 31, 1928, was as follows, according to the U. S. Department of Commerce:

Vegetable oils, 789,210,195 lbs.; fish oils, 8,939,097 lbs.; animal fats, 718,879,608 lbs.; and greases, 106,458,650 lbs.; a total of 1,623,487,550 lbs.

Of the several kinds of fats and oils covered by this inquiry, the greatest production, 612,931,016 lbs. appears for lard. Next in order is cottonseed oil with 434,067,525 lbs.; linseed oil with 223,750,569 lbs.; tallow with 104,196,488 lbs.; coconut oil with 75,934,932 lbs.; and corn oil with 33,552,495 lbs.

The production of refined oils during the period was as follows: Cottonseed, 406,457,026 lbs.; coconut, 74,534,522 lbs.; peanut, 2,406,030 lbs.; corn, 28,798,330 lbs.; soybean, 2,033,794 lbs.; and palm-kernel, 3,693,306 lbs. The quantity of crude oil used in the production of each of these refined oils is included in the figures of crude consumed.

The data for the factory production, factory consumption, imports, exports, and factory and warehouse stocks of fats and oils and for the raw materials used in the production of vegetable oils for the three-month period appear in the following statements:

(In some cases, where products were made by a continuous process, the intermediate products were not reported.)

### VEGETABLE OILS.

Kind	Production to Mar. 31, 1928, lbs.	Stocks on hand Mar. 31, '28, lbs.
Cottonseed, crude	434,067,525	124,729,795
Cottonseed, refined	406,457,026	541,639,727
Peanut, virgin and crude	5,324,258	3,297,964
Peanut, refined	2,406,030	1,764,046
Coconut, or copra, crude	75,934,932	99,053,081
Coconut, or copra, refined	74,534,522	12,833,129
Corn, crude	33,552,495	14,617,770
Corn, refined	28,798,330	12,869,151
Soybean, crude	1,280,082	4,825,709
Soybean, refined	2,033,794	1,803,983
Olive, edible	1,012,886	4,626,735
Olive, inedible	13,094	1,100,085
Sulphur oil, or olive foots.		2,932,521
Palm-kernel, crude	4,706,297	4,706,297
Palm-kernel, refined	3,693,306	4,429,008
Rapeseed		5,643,931
Linseed	223,750,569	237,517,185
Chinese wood or tung		17,946,553
Chinese vegetable tallow		1,127,820
Castor	13,854,098	4,109,330
Palm		32,501,591
All other	411,156	2,777,729

### FISH OILS.

Cod and cod liver	346,845	7,114,412
Menhaden	56,517	14,608,673
Whale	105,000	34,640,883
Herring, including sardine	8,341,620	27,735,583
Sperm		3,163,649
All other (including marine animal)	89,115	885,032

### ANIMAL FATS.

Lard, neutral	21,016,071	9,294,112
Lard, other edible	591,914,855	138,200,803
Tallow, edible	10,299,852	3,590,125
Tallow, inedible	93,896,636	78,419,902
Neatsfoot oil	1,752,104	1,407,410

### GREASES.

White	27,414,970	8,345,270
Yellow	20,253,638	8,392,086
Brown	11,686,768	7,130,305
Bone	5,087,318	1,344,843
Tankage	14,689,042	3,993,973
Garbage or house	21,707,772	15,252,120
Wool	1,641,056	3,264,344
Recovered	643,004	925,740
All other	3,384,482	2,906,976

### OTHER PRODUCTS.

Lard compounds and other		
lard substitutes	306,955,624	26,349,509
Hydrogenated oils	137,753,296	12,690,211
Stearin, vegetable	4,201,260	2,236,533
Stearin, animal edible	15,940,655	4,682,222
Stearin, animal, inedible	3,274,680	4,700,958
Oleo oil	30,457,907	9,136,620
Lard oil	6,461,055	4,127,536
Tallow oil	2,266,669	1,916,229
Fatty acids	28,037,773	5,542,381
Fatty acids, distilled	9,511,589	3,937,996
Red oil	15,947,940	9,632,222
Stearic acid	11,973,869	5,004,826
Glycerin, crude 80% basis	34,235,597	19,050,121
Glycerin, dynamite	12,369,306	18,561,971
Glycerin, chemically pure	14,961,919	6,428,454
Cottonseed foots, 50% basis	61,335,078	45,168,662
Cottonseed foots, distilled	29,086,548	5,468,189
Other vegetable oil foots	23,979,612	1,940,874
Other vegetable oil foots, distilled	201,439	167,965
Acidulated soap stock	19,321,653	16,253,147
Miscellaneous soap stock	29,983	179,200

### RAW MATERIALS USED IN THE MANUFACTURE OF VEGETABLE OILS.

	Consumed Jan. 1 to Mar. 31, 1928.	On hand Mar. 31, 1928.
Cottonseed	1,344,342	261,944
Peanuts, hulled	5,344	634
Peanuts, in the hull	4,068	115
Copra	62,844	9,744
Coconuts and skins	850	37
Corn germ	57,407	407
Flaxseed	332,777	119,306
Castor beans	15,624	1,822
Mustard seed	266	1,164
Soybeans	5,139	3,732
Olive	4,527	
Other kinds	789	1,970

### IMPORTS OF OIL SEEDS, QUARTER ENDING MAR. 31, 1928.

	Tons.
Cottonseed	112
Castor beans	11,336
Copra	49,772
Flaxseed	115,253
Poppy seed	937
Perilla and sesame seed	2,148
Other oil seeds	4,002

### IMPORTS OF FOREIGN FATS AND OILS, QUARTER ENDED MAR. 31, 1928.

	Lbs.
Tallow, edible	6,732,317
Other animal oils and fats, edible	830,798
Whale oil	26,696,528
Cod oil	2,184,712
Cod-liver oil	4,193,648
Other fish oils	12,209,468
Wool grease	2,850,396
Grease and oils, n.e.s. (value)	847,636
Olive oil, edible	18,961,876
Chinese wood oil or nut oil	22,345,327
Cocanut oil	75,910,674
Sulphur oil or olive foots.	7,075,783
Other olive oil, inedible	2,826,941
Palm oil	26,475,503
Palm-kernel oil	9,738,736
Sesame oil	1,111,085
Vegetable tallow	1,672,453
Vegetable wax	927,965
Cornuba wax	1,555,994
Peanut oil	1,851,111
Rape (colza) oil	4,854,952
Linseed oil	82,212
Soybean oil	5,310,799
Other expressed oils	828,319
Glycerin crude	587,158
Glycerin, refined	967,060

### EXPORTS OF FOREIGN FATS AND OILS, QUARTER ENDED MAR. 31, 1928.

	Lbs.
Animal oils and fats, edible	5,116
Fish oils	140,898
Other animal oils and fats, inedible	217,057
Olive oil, edible	43,582
Chinese wood oil or nut oil	1,213,800
Cocanut oil	2,643,240
Palm and palm-kernel oil	2,087,648
Peanut oil	8,286
Soybean oil	109,400
Other expressed oils	198,080
Vegetable wax	170,105

### EXPORTS OF DOMESTIC FATS AND OILS, QUARTER ENDED MAR. 31, 1928.

	Lbs.
Oleo oil	15,034,627
Oleo stock	1,738,792
Tallow	544,062
Lard	230,480,738
Lard, neutral	8,199,961
Lard compounds, containing animal fats	1,477,847
Oleo and lard stearin	816,950
Neatsfoot oil	300,918
Other animal oils, inedible	162,385
Fish oils	284,156
Grease stearin	438,126
Oleic acid, or red oil	1,353,057
Other animal greases and fats	381,779
Cottonseed oil, crude	21,970,532
Cottonseed oil, refined	25,923,173
Corn oil	3,241,634
Vegetable oil lard compounds	69,047
Other edible vegetable oils and fats	951,936
Linseed oil	5,783,261
Soybean oil	496,029
Vegetable soap stock	1,914,434
Other expressed oils and fats inedible	1,792,006
Glycerin	2,101,892
	469,331

### COTTONSEED PRODUCTS CENSUS.

Cottonseed products manufactured and on hand at oil mills in the United States for the season of 1927-28 to March 31, 1928, are reported by the U. S. Department of Commerce as follows:

#### MANUFACTURED AUG. 1 TO MARCH 31.

	Crude Oil. (Lbs.)	Cake and Meal. (Tons.)	Hulls. (Tons.)	Linters. (Rm. bales.)
U. S.	1,370,423,659	1,947,252	1,230,640	513,538
Ala.	88,480,909	123,686	81,642	47,198
Ark.	13,695,951	19,174	12,131	5,801
Calif.	95,386,632	117,743	90,117	58,036
Ga.	15,028,878	25,226	9,296	9,014
La.	188,228,707	186,339	119,164	76,670
Miss.	51,442,025	69,663	45,941	31,768
N. C.	162,824,190	206,320	143,203	87,735
N. C.	96,379,311	134,748	74,732	49,732
Okla.	107,024,273	165,387	91,758	63,695
S. C.	63,312,497	91,170	48,283	38,982
Tenn.	80,493,470	100,591	76,958	52,346
Tex.	435,397,386	675,935	414,770	279,107
Other	22,728,827	31,360	22,445	15,304

#### ON HAND AT MILLS MARCH 31.

U. S. ....	99,624,118	110,819	105,500	183,062
Ala. ....	5,015,995	7,469	5,156	6,942
Ariz. ....	8,440	785	420	851
Ark. ....	11,060,374	6,861	3,611	13,914
Calif. ....	1,127,465	5,050	5,420	2,531
Ga. ....	5,950,767	13,732	9,613	9,512
La. ....	961,956	2,619	870	2,184
Miss. ....	14,998,845	7,070	2,563	17,185
N. C. ....	4,850,162	14,732	9,817	8,290
Okla. ....	15,835,720	6,229	5,430	13,289
S. C. ....	3,629,351	12,199	9,608	7,254
Tenn. ....	2,463,809	3,597	8,870	6,728
Tex. ....	32,241,529	28,510	42,419	39,909
Other ....	1,479,705	1,546	1,823	2,579

### SPAIN REGULATES MARGARINE.

A Royal Spanish decree published recently provides that all edible fats which have the appearance or consistency of butter or which may be susceptible of being prepared in a similar manner or of being mixed with butter, may not be imported, transported, exhibited for sale, nor sold under any other denomination than that of "margarina." For commercial purposes, however, an additional designation may be carried on the label, such as "vegetabina," "cocoina," etc., but in no case may the word "manteca" or "mantequilla" be employed in the labeling of such products. Margarine products of whatever group may in no case be colored.

### COTTON OIL EXPORTS.

Exports of cottonseed oil from New York, May 1, 1928, to May 9, 1928, none.

**The Blanton Company**  
ST. LOUIS  
Refiners of  
**VEGETABLE OILS**  
Manufacturers of  
**SHORTENING**  
**MARGARINE**

# Vegetable Oil Markets

## WEEKLY REVIEW

Trade Quiet—Market Irregular—Cash Trade Poor—Crude Easier—Outside Markets Influential—Weather South Factor—Government Report Awaited.

A more limited and rather featureless trade developed in cotton oil futures on the New York Produce Exchange the past week. Commission houses and professionals were on both sides in a moderate way, with some evening up in evidence to await developments. As a result prices backed and filled over modest limits, with the undertone uncertain as the market was largely dominated by outside commodity fluctuations and the weather in the south.

Refiners' operations were light and part of the trade was in the way of spreading between July and the later months. The ring crowd were first on one side and then on the other. At times there was buying on heavy and unfavorable rains in the eastern belt, while clear weather west of the river and warmer temperatures served to check the complaints of too cool nights. The market, however, continues a weather proposition, and it was again evident that climatic conditions and the progress of the new crop is going to cut considerable figure on values for some little time to come.

The disposition to await developments was increased somewhat by expectations of the appearance of the Government report late in the week. As a result, the large open interest, in the main, were sitting tight on both sides and in the meantime, were surveying conditions in surrounding commodities. The buying power from the outside was decidedly less aggressive, but on the other hand, at no time was there any concentrated selling pressure. Under conditions that prevailed the market appeared to congest on moderate swings either way, and the technical position of the pit was a factor at various times.

### Cash Trade Limited.

The local element are pretty well divided in their views. A majority of the ring traders appeared to be more bearish although there was no particu-

lar change in the news that prevailed the previous week. The lard market again had difficulty in holding the swells and this attracted much attention and led to contentions that the large lard stocks must encounter more demand in the near future or have an adverse influence on the fat markets. Other oils and greases were less steady in tone this week, although price changes were limited.

Local cash handlers and refiners were unanimous in reporting a limited trade. It was said that consumers were

uncertain of the market and, therefore, were easing into supplies on hand rather than replenishing stocks at this time. The consuming element are influenced to a great extent by the liberal visible stocks of oil, but at the same time are somewhat disturbed over the late start to the new cotton crop, while the trade in general is inclined towards the belief that should any further adverse conditions develop in the south, broader buying and higher prices would follow.

At the same time, it was pointed out that a stretch of good weather and more favorable crop advices under present conditions within the market itself might bring about a sharp break. Based on the possibilities of good weather for a time, some of the shrewdest ring operators were talking 9c for July oil.

### Stocks Appear in Strong Hands.

The crude markets reacted somewhat from last week's highs with the futures. The volume of business that passed was not important, however, and as a matter of fact crude values are cutting less and less figure as the season draws to a close. In the southeast and Valley, 9c was still bid, but mills were holding for better levels. In Texas, reports indicated that little or no oil could be bought below the 9c level.

While there is no scarcity of actual oil, and not likely to be any shortage before new oil is available, at the same time the stocks in the country appear to be in strong hands as there is no pressure on the market. The remaining stocks of corn on the farms are known to be much smaller than last year, and corn continues to rule at comparatively high levels. This being the case, the level of hogs, it is felt, should rule at the present prices to somewhat better the balance of the season, as all feedstuffs are comparatively high. It is noticeable that the hog run has diminished greatly from the receipts for the past several months.

Should lard demand continue as good as it has been for some time past, and hog receipts show a further falling off, the prospects of cutting down the lard stocks would be good. At the same time cotton oil consumption the balance

## SOUTHERN MARKETS.

(Special Wire to The National Provisioner.)

### New Orleans.

New Orleans, La., May 10, 1928.—More favorable weather and easier lard has caused moderate declines in cotton oil futures and spots. However, mills show no interest in selling crude as their supply is very limited and they appear confident of higher values in the near future. If the April consumption report proves bullish, good buying is expected; if bearish very moderate decline pending weather and acreage developments. Nine cents bid for crude, with a few small sales at 8½c Valley. Bleachable is held firmly at 10½@10¾c New Orleans, with a good demand for New Orleans future contracts for bleachable on all recessions.

### Dallas.

(Special Wire to The National Provisioner.)

Dallas, Tex., May 12, 1928.—Prime cottonseed delivered Dallas, nominal; prime crude oil, 9½c; forty-three per cent cake and meal, f.o.b. Dallas, \$59.50; hulls, \$13.00; mill run linters, 4¼@6c. Market very quiet; weather fair.

### Memphis.

(Special Wire to The National Provisioner.)

Memphis, Tenn., May 10, 1928.—A few tanks of crude sold at 9c Valley; loose cottonseed hulls, \$11.25; forty-one per cent cottonseed meal, \$60.50 f.o.b. Memphis.

# ASPEGREN & CO., Inc.

PRODUCE EXCHANGE BLDG.

NEW YORK CITY

BROKERS

REFINED

## COTTON SEED OIL

CRUDE

ORDERS SOLICITED

TO BUY OR SELL PRIME SUMMER YELLOW COTTON SEED OIL ON  
THE NEW YORK PRODUCE EXCHANGE FOR SPOT OR FUTURE DELIVERY

**The large dealer, the small dealer, EVERY dealer, must have the best to compete successfully in the trade of today**

**The Crusher—The Refiner—  
The Investor—The  
Manufacturer—**

Every element of the cottonseed oil trade can and does use the NEW ORLEANS COTTON OIL MARKET to advantage. The contract is as nearly perfect as it is possible to make it; it is protected by the Clearing House of the New Orleans Cotton Exchange, deliveries are guaranteed as to weight, grade and quality at time of delivery by an indemnity bond, and storage facilities and transit privileges make New Orleans the ideal center for a cotton oil market.

**Always Use YOUR Cotton Oil Market!**

The New Orleans Refined Cottonseed Oil Contract was established at the request of the cotton oil trade.

**New Orleans Cotton Exchange**

**The Procter & Gamble Co.**

Refiners of all Grades of

## COTTONSEED OIL

PURITAN, Winter Pressed Salad Oil  
BOREAS, Prime Winter Yellow  
VENUS, Prime Summer White  
STERLING, Prime Summer Yellow  
WHITE CLOVER Cooking Oil  
MARIGOLD Cooking Oil  
JERSEY Butter Oil  
MOONSTAR Coconut Oil  
P & G SPECIAL (hardened) Coconut Oil

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**The Edward Flash Co.**

29 Broadway  
NEW YORK CITY

**Brokers Exclusively**

**ALL VEGETABLE OILS**

In Barrels or Tanks

**COTTON OIL FUTURES**

On the New York Produce Exchange

of the season is of vital importance, but the refiner is always in a position where he has to anticipate his in-between season's requirements for the trade. This ordinarily has a tendency to keep pressure of cash oil off the market, dependent of course upon whether or not the outlook is for a large new cotton crop or a small one.

**COTTONSEED OIL—Market transactions:**

**Friday, May 4, 1928.**

	Range—		Closing—	
	Sales.	High. Low.	Bid.	Asked.
Spot	.....	.....	1035	a 1075
May	.....	.....	1050	a 1060
June	.....	.....	1050	a 1060
July	4300	1054 1045	1049	a ....
Aug.	100	1067 1067	1067	a 1072
Sept.	7800	1084 1072	1077	a 1079
Oct.	800	1085 1080	1083	a 1087
Nov.	.....	.....	1070	a 1080
Dec.	200	1075 1072	1070	a 1075

Total Sales, including switches, 13,200 bbls. P. Crude S. E. 8 3/4 @9.

**Saturday, May 5, 1928.**

	Range—		Closing—	
	Sales.	High. Low.	Bid.	Asked.
Spot	.....	.....	1060	a 1100
May	100	1075 1075	1060	a 1080
June	.....	.....	1055	a 1070
July	1500	1061 1054	1056	a ....
Aug.	200	1079 1079	1075	a 1079
Sept.	3300	1091 1085	1086	a ....
Oct.	800	1094 1090	1088	a 1093
Nov.	.....	.....	1082	a 1090
Dec.	200	1085 1085	1080	a 1084

Total Sales, including switches, 6,100 bbls. P. Crude S. E. 9c Nom'l.

**Monday, May 7, 1928.**

	Range—		Closing—	
	Sales.	High. Low.	Bid.	Asked.
Spot	.....	.....	1070	a ....
May	200	1075 1075	1065	a 1080
June	.....	.....	1065	a 1090
July	6100	1070 1064	1065	a 1064
Aug.	.....	.....	1080	a 1085
Sept.	7400	1105 1094	1093	a 1095
Oct.	700	1100 1100	1097	a 1099
Nov.	.....	.....	1089	a 1099
Dec.	.....	.....	1085	a 1090

Total Sales, including switches, 14,400 bbls. P. Crude S. E. 9c Bid.

**Tuesday, May 8, 1928.**

	Range—		Closing—	
	Sales.	High. Low.	Bid.	Asked.
Spot	.....	.....	1070	a ....
May	100	1075 1075	1070	a 1085
June	.....	.....	1070	a 1085
July	3300	1073 1067	1070	a ....
Aug.	.....	.....	1088	a 1091
Sept.	7200	1103 1096	1101	a 1100
Oct.	2500	1105 1100	1103	a 1105
Nov.	.....	.....	1095	a 1103
Dec.	100	1091 1091	1091	a ....

Total Sales, including switches, 13,200 bbls. P. Crude S. E. 9c Bid.

**Wednesday, May 9, 1928.**

	Range—		Closing—	
	Sales.	High. Low.	Bid.	Asked.
Spot	.....	.....	1060	a ....
May	200	1060 1060	1060	a 1070
June	.....	.....	1060	a 1075
July	1600	1063 1055	1059	a ....
Aug.	300	1083 1083	1080	a 1082
Sept.	1800	1092 1088	1090	a ....
Oct.	1400	1096 1093	1094	a 1095
Nov.	.....	.....	1084	a 1092
Dec.	.....	.....	1080	a 1085

Total Sales, including switches, 5,300 bbls. P. Crude S. E. 9c Bid.

**Thursday, May 10, 1928.**

	Range—		Closing—	
	Sales.	High. Low.	Bid.	Asked.
Spot	.....	.....	1050	a 1100
May	.....	.....	1050	a 1060

June	.....	.....	1050	a 1065
July	.....	1053 1049	1052	a ....
Aug.	.....	1075 1071	1072	a 1075
Sept.	.....	1085 1079	1082	a 1083
Oct.	.....	.....	1088	a 1090
Nov.	.....	.....	1080	a 1090
Dec.	.....	.....	1075	a 1080

See page 42 for later markets.

**COCOANUT OIL**—An extremely quiet market was the feature again the past week, with prices holding steady but no undue demand in evidence. Offerings were not pressed. At New York, tanks were quoted at 8 3/4 @ 8 3/4 c. At the Pacific coast, nearby tanks were quoted at 8 3/4 c and futures at 8 3/4 c.

**CORN OIL**—The market was quiet and very steady the past week with prices quoted at 9 3/4 c f.o.b. mills.

**SOYA BEAN OIL**—The market was dull but steady, with New York tanks quoted at 10 1/2 c and barrels at 12 1/4 c. Pacific coast June-July tanks were available at 9 1/2 c.

**PALM OIL**—A fair business was said to have passed with consumers, but the position of the market continued tight, particularly with light spot supplies. The latter was very strongly held. At New York, nigre was quoted at 7 1/2 @ 7 3/4; shipment nigre, 7 1/4 @ 7 3/4; spot lagos, 8 @ 8 3/4; shipment, 7 3/4 @ 7 3/4 c.

**PALM KERNEL OIL**—The market was very quiet from a demand standpoint, but prices held steadily as offerings were limited. At New York, tanks were quoted at 8 3/4 @ 8 3/4 c and casks at 9 @ 9 1/4 c.

**OLIVE OIL FOOTS**—A moderate business passed on the spot and nearby, but prices remained firm, with spot foots New York quoted at 10 1/2 c; nearby, 10 1/4 c; future shipments, 10c.

**PEANUT OIL**—Market nominal.

**SESAME OIL**—Market nominal.

**COTTON OIL**—Demand for spot oil at New York continues quiet, but store oil was available at 1/4 @ 3/4 c over May. Southeast and Valley crude was 9c bid, and Texas nominal, although it was said that little or no Texas crude could be bought under 9c.

### FEB. MARGARINE PRODUCTION.

Production of margarine during February, 1928, as reported by margarine manufacturers to the U. S. Department of Agriculture, with comparisons for the same month last year, was as follows:

	Feb., 1928.	Feb., 1927.
Lbs.		Lbs.
Uncolored margarine	26,336,631	20,741,317
Colored margarine	1,328,222	1,222,000
Total	27,664,853	21,963,317

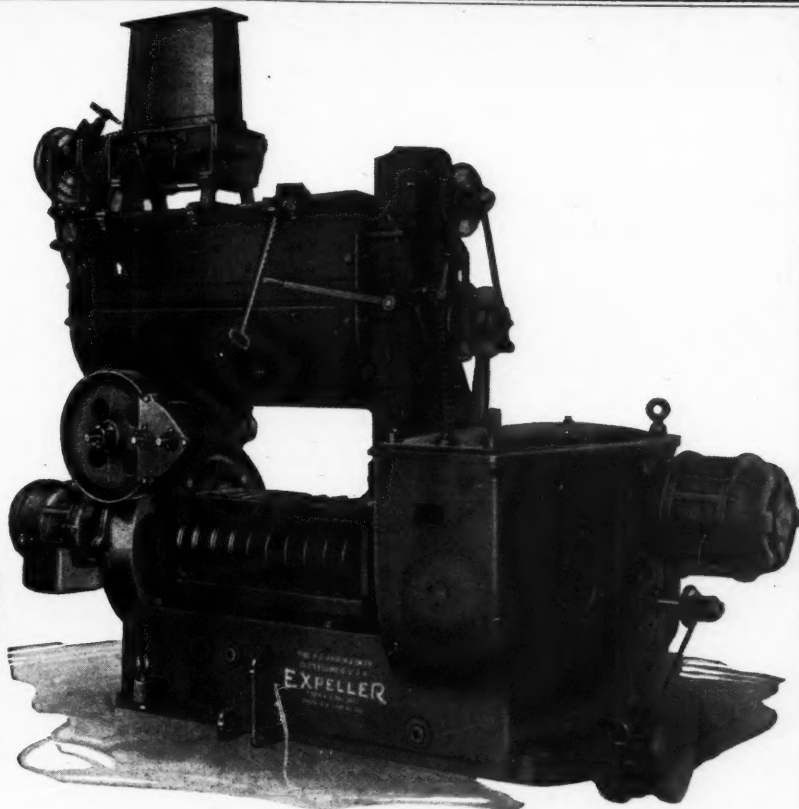
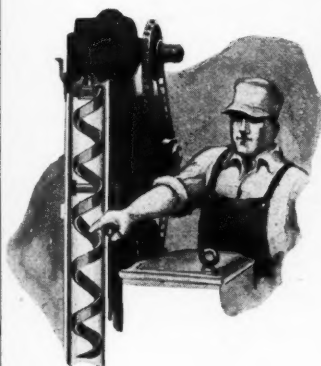
### FRENCH MARGARINE MARKET.

Some improvement has been noted in the French market for margarine over conditions of a month ago. However, this is not sufficient to open up a demand for imported premier jus. Stocks of this product on hand have remained a bit above normal for some weeks. Imported grades are priced around \$21.00 c.i.f. for the extra quality.

How is cottonseed oil bleached? Ask "The Packer's Encyclopedia," the "blue book" of the industry.



# The New Anderson R. B. Crackling Expeller



## Forced Feed Mechanism is Another Big Improvement

THE illustration at the left shows the highly efficient, forced feed mechanism which is another big feature in the new Anderson R. B. Crackling Expeller.

This mechanism forces the material down to the worm, thereby avoiding any possible loss in capacity when the cracklings are cooked a little too moist. This mechanism is a big factor in securing a continuous feed from the tempering apparatus to the expeller.

The Forced Feed Mechanism is just one of the many big improvements in the new Anderson Expeller. There are a great many others, nine of which are listed at the left in this advertisement. Read them carefully. Taken together, they give so many economy advantages over the old type expeller and the other dry rendering equipment, that you can easily overcome competition and increase profits by its use.

*"Let us give you the complete details."*

## THE V. D. ANDERSON COMPANY

1946 West 96th Street

Cleveland, Ohio

Representatives: THE WESTERN ENGINEERING COMPANY  
Dallas, Texas and San Francisco, California

### Read These Advantages

- (1) Pressure 6 tons per square inch.
- (2) Choke arrangement replaces old cone point.
- (3) One-fourth easier accessibility.
- (4) Special G. E. High Torque Motor.
- (5) Magnetic removal of metal.
- (6) Timken roller bearings running in oil.
- (7) Push button control.
- (8) Three times as strong yet weighs the same.
- (9) Amount of oil in cake regulated by amount of power.

ONLY AN  
**ANDERSON**  
CAN BE AN  
**EXPPELLER**

## The Week's Closing Markets

### FRIDAY'S CLOSINGS.

#### Provisions.

Hog products barely steady latter part week, further liquidation poor, support moderate, cash trade and unsteady tone in hogs.

#### Cottonseed Oil.

Cotton oil quiet awaiting report. Sentiment mixed, cash trade slow under 9c bid, futures backing and filling with outside markets.

Quotations on cottonseed oil at New York Friday noon were: May, \$10.50@10.60; June, \$10.50@10.65; July, \$10.55; Aug., \$10.77@10.78; Sept. \$10.88; Oct. \$10.90@10.92; Nov. \$10.85@10.95; Dec. \$10.80@10.85.

#### Tallow.

Tallow, extra, 8% c.

#### Stearine.

Oleo Stearine, 11 1/4 c asked.

### FRIDAY'S GENERAL MARKETS.

New York, May 11, 1928.—Spot lard at New York:

Prime western, \$12.55@12.45; middle western, \$13.75; Brazil kegs, \$14.75; compound \$12.50.

### ARGENTINE BEEF EXPORTS.

Cable reports of Argentine beef exports this week up to May 11, 1928, show exports from that country were as follows:

To England, 152,303 quarters; to the continent, 4,660 quarters; others, none.

Exports for the previous week were as follows: To England, 45,488 quarters; to the Continent, 6,959; others, none.

### BRITISH PROVISION CABLE.

(Special Cable to The National Provisioner.)

Liverpool, May 11, 1928.

General provision market steady but dull. No demand for hams and picnics and poor demand for lard and square shoulders. Consignments from American packers extremely light. Buyers showing little interest at present. Limited inquiries for deferred shipment.

Today's prices are as follows: Cumberlands, 78s; short backs, 79s; clear bellies, 74s; Canadians, 84s; spot lard, 60/9; Wiltshires, none.

### HULL OIL MARKET.

Hull, England, May 9, 1928.—(By Cable.)—Refined cottonseed oil, 37s 6d; crude cottonseed oil, 33s 6d.

### TANNERS' COUNCIL MEETING.

The annual meeting of the Tanners' Council of America, to be held at White Sulphur Springs, Va., May 21, 22, and 23, will review the work of the council for the benefit of tanning and leather industries, some of which has been in cooperation with the Institute of American Meat Packers.

The convention will open with a discussion of the work of the Trade Survey Bureau under the auspices of the

Trade Survey Committee, Willard Helburn, chairman. A report of the aims, activities and achievements of the American Leather Producers, Inc., concerning publicity for the leather industry, will follow. S. K. Mulford, Jr., president, T. R. Elcock, secretary, and William L. Goodwin, counsel, will be the speakers.

Tuesday morning will be devoted to group meetings, such as the Hide Committee, Trade Survey Committee, Research Laboratory Committee, etc. On Wednesday there will be a foreign trade session under the direction of W. J. Page, chief of the Hide and Leather division of the Department of Commerce. The Leather Accountants' Association is also arranging group meetings at this time. It is planned to have also a joint meeting of the Accountants with the executives for the purpose of discussing hide substance costs.

### CANADIAN LIVESTOCK PRICES.

Summary of top prices for livestock at leading Canadian centers for the week ending May 3, 1928, with comparisons:

BUTCHER STEERS.				
1,000-1,200 lbs.				
	Week ended May 3	Prev. week.	Same week, 1927.	
Toronto	\$10.50	\$11.50	\$ 9.40	
Montreal	10.50	11.00	9.00	
Winnipeg	10.50	10.50	9.00	
Calgary	10.00	10.00	10.25	
Edmonton	9.75	9.75	10.00	
Pr. Albert	9.50	9.50	7.00	
Moose Jaw	9.50	10.00	8.75	
VEAL CALVES.				
Toronto	\$15.00	\$15.00	\$13.00	
Montreal	11.00	9.50	8.00	
Winnipeg	13.00	14.00	11.00	
Calgary	12.50	13.00	10.50	
Edmonton	14.00	14.00	12.00	
Pr. Albert	9.00	11.00	7.00	
Moose Jaw	14.00	14.00	9.00	
SELECT BACON HOGS.				
Toronto	\$10.75	\$10.40	\$11.23	
Montreal	10.75	10.50	11.25	
Winnipeg	10.35	10.50	10.72	
Calgary	10.25	9.75	10.56	
Edmonton	10.35	10.05	10.45	
Pr. Albert	10.50	10.50	10.17	
Moose Jaw	10.40	10.40	10.72	
GOOD LAMBS.				
Toronto	\$15.50	\$15.50	\$14.50	
Montreal	9.00	9.00	9.00	
Winnipeg	14.00	14.00	12.00	
Calgary	13.00	13.00	12.00	
Edmonton	13.00	13.00	12.00	
Pr. Albert	10.50	10.50	10.50	
Moose Jaw	12.75	12.75	8.00	

### LIVERPOOL STOCK MOVEMENT.

The imports of provisions into Liverpool during April and the consumption of ex Liverpool stocks are reported as follows by the Liverpool Provision Trade Association:

#### IMPORTS.

Bacon (including Shoulders), cwt.	44,873
Hams, cwt.	34,881
Lard, tons	2,016

#### APPROXIMATE WEEKLY CONSUMPTION.

	Bacon. Cwts.	Hams. Cwts.	Lard. Tons.
April, 1928	9,445	7,935	639
March, 1928	11,042	8,575	670
April, 1927	13,195	7,968	714

### NEW YORK LIVE STOCK.

Receipts of live stock at New York for week ended May 4, 1928, were reported officially as follows:

	Cattle. Calves.	Hogs. Sheep.
Jersey City	4,720 7,397	5,538 16,079
New York	939 6,984	22,420 7,376
Central Union	3,665 1,394	139 14,044
Total	9,324 15,765	28,097 37,501
Previous week	8,719 16,806	29,119 36,948
Two weeks ago	7,441 16,060	30,282 32,388

### RECEIPTS AT CHIEF CENTERS.

Combined receipts of cattle, hogs and sheep at the principal markets of the country for the week ending May 5, and comparative periods follow:

At 20 markets:				
	Cattle.	Hogs.	Sheep.	
Week ending May 5, 1928	5,253,000	593,000	290,000	
Week ago	238,000	606,000	284,000	
1927	227,000	612,000	229,000	
1926	226,000	565,000	253,000	
1925	234,000	538,000	282,000	
1924	253,000	810,000	235,000	
At 11 markets:				
	Cattle.	Hogs.	Sheep.	
Week ending May 5, 1928	1,178,000	427,000	206,000	
Previous week	162,000	453,000	192,000	
1927	163,000	457,000	188,000	
1926	206,000	418,000	183,000	
1925	177,000	399,000	206,000	
1924	192,000	598,000	169,000	
At 7 markets:				
	Cattle.	Hogs.	Sheep.	
Week ending May 5, 1928	1,178,000	427,000	206,000	
Previous week	162,000	453,000	192,000	
1927	163,000	457,000	188,000	
1926	206,000	418,000	183,000	
1925	177,000	399,000	206,000	
1924	192,000	598,000	169,000	
*Calves at Omaha, St. Louis and St. Joseph counted as cattle previous to 1927.				

There are two principal methods of dressing sheep. What are they, and what are their differences? Ask "The Packer's Encyclopedia," the "blue book" of the meat packing industry.

### STOCKS AND DISTRIBUTION OF HIDES AND SKINS.

Stocks of the principal hides and skins at the end of March and February, 1928, with comparisons, based on reports received from 4,342 manufacturers and dealers, together with stocks disposed of during that month, are reported by the U. S. Department of Commerce as follows:

	Stocks on hand or in transit			
	March, 1928.	February, 1927.	March, 1927.	Moved in Mar., 1928*
Cattle, total, hides	3,539,180	3,652,664	3,471,302	1,496,948
Domestic—Packer, hides	2,358,949	2,560,684	2,410,553	1,001,645
Domestic—Other than packer, hides	754,560	760,684	764,613	307,832
Foreign	425,671	331,296	296,136	97,451
Buffalo	69,858	37,509	15,853	21,293
Calf and kip	2,512,583	2,563,677	3,656,962	908,406
Horse, colt, ass, and mule:				
Hides	219,129	220,735	137,967	63,487
Fronts, whole fronts	88,279	101,286	147,224	1,340
Butts, whole butts	106,965	80,514	96,612	2,408
Shanks	87,733	54,849	70,396	.....
Goat and kid, skins	6,676,995	7,080,518	9,212,325	1,317,872
Cabretta, skins	691,641	783,195	991,020	168,742
Sheep and lamb, skins	6,071,514	6,489,020	6,481,557	2,042,949
Skivers and fleshers, dozens	71,043	86,530	134,159	7,388
Kangaroo and wallaby, skins	286,572	302,564	199,283	.....
Deer and elk	203,206	215,764	289,394	90,075
Pig and hog, skins	137,632	107,633	29,791	47,649

\*Represents deliveries by packers, butchers, dealers and importers.

# Hide and Skin Markets

## Chicago.

**PACKER HIDES**—The market started out with a firmer tone early in the week and on a small trade an advance of  $\frac{1}{2}$ c was obtained on native and extreme native steers and branded cows; killers generally were declining last trading prices on branded steers, asking  $\frac{1}{2}$ c higher. However, later in the week, an easier feeling was apparent and branded steers were cleaned up at last trading prices, while one packer moved native steers at  $\frac{1}{2}$ c less than earlier sales.

Estimates as to the quantity of hides moving vary but it is thought that around 55,000 to 60,000 hides sold. Packers apparently are disposed to keep closely sold up, and this condition was generally reported late in the week, except for some native hides.

Early in the week, one packer moved 1,500 spready native steers, dating March to early May, at 28c. The top on heavy native steers was reached early in the week when one packer moved 6,000 April-early Mays at  $25\frac{1}{2}$ c for regular points, which was also secured late last week for couple cars St. Pauls, April take-off; late this week, another killer moved 5,000 April-Mays at 25c for regular points, in line with last week's trading price. Two killers moved a total of 8,500 extreme native steers early at  $25\frac{1}{2}$ c.

Higher prices were asked early on branded steers but later in the week the market was cleaned up at the old figures,  $24\frac{1}{2}$ c for butt brands, 24c for Colorados,  $24\frac{1}{2}$ c for heavy Texas steers and 24c for light Texas steers; extreme light Texas steers quoted at 24c, in line with branded cows.

Heavy native cows advanced  $\frac{1}{2}$ c late last week when about 5,000 March-Aprils sold at  $24\frac{1}{2}$ c; a car of early May St. Pauls moved this week at 25c, usual differential. Light native cows sold late last week at 25c, and a few understood to have sold this week at same figure; however, demand is for hides from light average points and these are fairly well cleaned out, with only heavier average points available. Branded cows sold at 24c, or  $\frac{1}{2}$ c advance over last week.

Native bulls quoted at 20@21c for lots dating Jan. forward. Couple cars Ft. Worth branded bulls moved at end of last week at 20c.

**SMALL PACKER HIDES**—Small packer market quiet, locally, most killers having previously moved May hides; last confirmed trading was at 25c for May all-weight native steers and cows and  $24\frac{1}{2}$ c for branded. One killer still holding April and May hides and understood to be asking  $25\frac{1}{2}$ c for natives. Market a shade easier, in a nominal way.

**COUNTRY HIDES**—Country hides about steady but demand is very moderate; receipts, however, have been rather light and have tended to steady the market. Heavy average hides are slow to move. All-weights generally  $21\frac{1}{2}$ @22c asked, selected, delivered.

Heavy cows generally  $20\frac{1}{2}$ c, selected, asked, although some trading was reported early in free-of-grub stocks at 21c; heavy steers alone quoted around  $21\frac{1}{2}$ @22c, nom. Buff weights have sold at 22c at outside points, with larger dealers asking up to  $22\frac{1}{2}$ c. Good 25/45 lb. extremes, free of grub, reported sold at 25c and generally quoted around this figure. Bulls dull and around  $16\frac{1}{2}$ @17c, nom. All-weight branded quoted  $19\frac{1}{2}$ @20c, less Chicago freight.

**CALFSKINS**—Packer calfskins dull and Aprils offered at 32c; little interest apparent but one packer reports bid of 31c.

First salted Chicago city calf quoted nominally around 29@30c; rumors of business at the inside price not confirmed. Outside cities nominally around 29c. Mixed cities and countries around 27@28c.

**KIPSKINS**—Kipskins continue quiet, with little interest being shown at present, generally felt due to the slow movement of patent leather. Packer kips offered at 30c for natives, with one bid of 29c reported; overweights offered 29@30c; branded sold last week at 27c.

First salted Chicago city kips nominally around 27c. Outside cities quoted around  $26\frac{1}{2}$ @ $26\frac{1}{2}$ c. Mixed cities and countries  $25\frac{1}{2}$ @ $25\frac{1}{2}$ c, nom.

Packer regular slunks last sold at  $1.60$ @ $1.65$ ; hairless nominally around 75c.

**HORSEHIDES**—Horsehides reported slow sale. Up to \$8.50 talked for choice rendered lots, with some good lots running good percentage of renderers available at \$8.00; ordinary mixed lots priced down to \$7.50.

**SHEEPSKINS**—Dry pelts quoted 30@32c per lb., according to section. Packer shearlings about unchanged, with last trading at \$1.25 for regular run. Pickled skins a shade firmer and quoted  $9.25$ @ $9.50$  for straight run of packer lamb; one packer moved a car, 2,500 doz. ribby lambs at \$9.00, and last trading in blind ribby lambs was at \$10.00. New York market quoted  $9.25$ @ $9.50$  per doz. straight run of city lamb. Pickled sheepskins a shade stronger and quoted around  $10.25$ @ $10.50$  per doz. for straight run of packer sheep; one packer moved a few hundred ribby sheep at \$10.00, or 25c up, and blind ribby sheep last sold at \$11.25. Packer woolled lambs quoted \$4.05 per cwt. live lamb, paid at Chicago; quoted on piece basis around  $3.50$ @ $4.00$ . Packer sheepskins quoted on piece basis around  $3.25$ @ $3.75$ . Small packer lambs priced  $3.50$ @ $4.00$  asked.

**PIGSKINS**—No. 1 pigskin strips quoted around 9@c, based on last trading in 5x15's. Gelatine stocks quiet and  $4$ @ $4\frac{1}{4}$ c, nominally.

## New York.

**PACKER HIDES**—Market about cleaned up on April hides, except for bulls. One packer, late last week, sold 1,400 native steers at 25c, 2,100 butt branded steers at  $24\frac{1}{2}$ c and 3,500 Colorados at 24c, April take-off. The western market has since advanced  $\frac{1}{2}$ c on native steers and last trading prices

on butt brands and Colorados declined, asking  $\frac{1}{2}$ c more; New York market quoted nominally at this time on basis of Chicago prices. Some inquiries reported in the market for May hides. There has been some little accumulation of bulls, which are quoted nominally 20@21c.

**COUNTRY HIDES**—A little more activity reported in the country market. Good all-weights held around 22c, selected. Buff weights rather slow and priced 22@ $22\frac{1}{2}$ c. Extremes in fair demand and quoted around  $24\frac{1}{2}$ @ $25$ c, with some inclined to ask  $25\frac{1}{2}$ c, selected.

**CALFSKINS**—Calfskin market active mid-week, when some 40,000 skins moved at  $2.50$ @ $2.55$  for 5-7's and  $3.20$  for 7-9's. Bids of  $4.20$  declined on 9-12's, showing a little firmer tendency, although this is 10c under last trading price.

## CHICAGO HIDE MOVEMENT.

Receipts of hides at Chicago for the week ending May 5, 1928, 3,402,000 lbs.; previous week, 4,348,000 lbs.; same week, 1927, 4,905,000 lbs.; from Jan. 1 to May 5, 87,619,000 lbs.; same period 1927, 88,177,000 lbs.

Shipments of hides from Chicago for the week ending May 5, 1928, 4,108,000 lbs.; previous week, 4,695,000 lbs.; same week, 1927, 4,897,000 lbs.; from Jan. 1 to May 5, 87,931,000 lbs.; same period, 1927, 98,042,000 lbs.

## CHICAGO HIDE QUOTATIONS.

Quotations on hides at Chicago for the week ending May 11, 1928, with comparisons, are reported as follows:

PACKER HIDES.				
	Week ending May 11 '28.	Previous week.	Cor. week.	1927.
Spr. nat. str.	@28	27 @27 $\frac{1}{2}$ n	@18n	
Hvy. nat. str.25	@25 $\frac{1}{2}$	@25	@16 $\frac{1}{2}$	
Hvy. Tex. str.	@24 $\frac{1}{2}$	@24 $\frac{1}{2}$	@16n	
Hvy. butt				
brnd d str.	@24 $\frac{1}{2}$	@24 $\frac{1}{2}$	@16b	
Hvy. Col. str.	@24	@24	@15 $\frac{1}{2}$	
Ex-light Tex.				
strs. ....	@24	@23 $\frac{1}{2}$	@15	
Brnd'd cows...	@24	@23 $\frac{1}{2}$	@15	
Hvy. nat. cows.24 $\frac{1}{2}$	@25	24 @24 $\frac{1}{2}$	@15 $\frac{1}{2}$	
Lt. nat. cows.	@25	24 $\frac{1}{2}$ @25b	16 $\frac{1}{2}$ @17	
Nat. bulls ...20	@21n	@21n	@12	
Brnd'd bulls..19	@20	19 @19 $\frac{1}{2}$ n	10 $\frac{1}{2}$ @11	
Calfskins ...	@32ax	32 $\frac{1}{2}$ @33	@21ax	
Kips, nat. wt...	@30ax	@30ax	@19	
Kips, ov-wt..29	@30ax	@30ax	18 $\frac{1}{2}$ N@17 $\frac{1}{2}$ S	
Kips, brnd'd.	@27	@27	16 @16 $\frac{1}{2}$ ax	
Slunks, reg..1.60@1.65	1.60@1.65	1.60@1.65	1.20@1.30ax	
Slunks, hrls...	@75n	@75n	65 @70n	

Light native, butt branded and Colorado steers 1c per lb. less than heavies.

## CITY AND SMALL PACKERS.

Nat. all-wts..	@25	@25	16 @16 $\frac{1}{2}$ n
Branded ....	@24 $\frac{1}{2}$	@24 $\frac{1}{2}$	14 $\frac{1}{2}$ @15n
Nat. bulls ...20	@21n	@21	@12
Brnd'd bulls..19	@19 $\frac{1}{2}$ n	19 @19 $\frac{1}{2}$ n	@10
Calfskins ...29	@30n	@31ax	@19
Kips .....	@27n	27 @27 $\frac{1}{2}$ n	@18ax
Slunks, reg..1.40@1.50n	1.40@1.50n	1.40@1.50n	1.10@1.15
Slunks, hrls...	@70	@70	55 @60

## COUNTRY HIDES.

Hvy. steers...21 $\frac{1}{2}$ @22n	@22n	13 @13 $\frac{1}{2}$ ax
Hvy. cows ...20 $\frac{1}{2}$ @21	@21n	12 $\frac{1}{2}$ @13ax
Extremes ...24 $\frac{1}{2}$ @25	24 $\frac{1}{2}$ @25ax	15 $\frac{1}{2}$ @16 $\frac{1}{2}$
Bulls ...16 $\frac{1}{2}$ @17n	@17n	10 @10 $\frac{1}{2}$ ax
Calfskins ...25 @26n	26 @27	14 $\frac{1}{2}$ @15n
Kips ...24 $\frac{1}{2}$ @25n	25 @26	14 $\frac{1}{2}$ @15n
Light calf...1.75@1.80	1.75@1.80	1.00@1.10
Deacons ...1.75@1.80	1.75@1.80	1.00@1.10
Slunks, reg..75 @1.00	75 @1.00	60 @75
Slunks, hrls...25 @30	25 @30	20 @25
Horsehides ...7.50@8.50	7.50@8.50	4.50@5.75
Hogskins ....75 @85	75 @85	40 @50

## SHEEPSKINS.

Phr. lambs...3.50@4.00	3.50@4.00	1.75@2.25
Sml. packer lambs	3.50@4.00	.....
Phr. shrgs ..1.25@1.30	1.25@1.30	@2 $\frac{1}{2}$
Dry pelts ...30 @32	30 @32	20 @22



# Live Stock Markets

## CHICAGO.

(Reported by U. S. Bureau of Agricultural Economics.)

Chicago, Ill., May 10, 1928.

**CATTLE**—Compared with week ago, fat steers and yearlings 25@50c higher, she stock sharing the advance; largely steer and yearling run; yearlings and light weight steers more dependable than heavies, latter closing with part of early advance lost; sharp abridgement in supply figures the stimulating factor; bulls, 15@25c lower; vealers, steady; week's extreme top weighty steers, \$15.00; long yearlings, \$14.75; light mixed yearlings, \$14.50; heifers, \$13.60; bulk fed steers and yearlings, \$12.25@14.00; liberal supply light and weighty steers, \$14.00@14.50. Nebraska marketed better grades freely selling at \$13.75@14.50. She stock was acutely scarce; more bulls offered.

**HOGS**—In comparison with a week ago, better grade hogs mostly steady to 10c higher; packing sows, 20@25c higher; lower grade light lights and pigs, 75c@\$1.00 lower. Influenced by unusually light receipts, the market advanced 25@50c early in the week and showed a corresponding 25@40c decline late in the period. Narrow shipping demand and unsatisfactory fresh pork trade, weakening factors late in spite of relatively light receipts. Supplies included an increased percentage of pigs and lower grade light lights. Today's top, \$10.30; week ago, \$10.15; today's bulk better grade hogs scaling from 170 to 300 lbs., \$9.75@10.20; 140 to 160 lbs. averages, \$9.00@9.75; pigs, \$6.50@7.75; packing sows, \$8.50@8.85.

**SHEEP**—Fat lambs enjoyed a rather dependable trade after last week's sharp decline, any change in the market being of comparatively little consequence and toward lower levels. Spring

lambs declined mostly 25c. The run which showed a decrease as compared with a week ago included a marked increase in the percentage of California spring lambs and a sharp numerical falling off in the supply of Colorado woolskins. The clipped lamb supply is showing desirable quality while woolskins from Colorado are showing marked evidence of the cleanup. Spring lambs thus far this season have included comparatively small percentages of choice kinds, a wide spread in prices being a feature of the trade which is likely to continue until mid-summer, according to advance information on the lamb crop. After 75c to \$1.00 declines late last week sheep enjoyed a comparatively even trade, closing dull. Yearlings arrived in increased numbers with California furnishing a large share of the supply.

## KANSAS CITY.

(Reported by U. S. Bureau of Agricultural Economics.)

Kansas City, Mo., May 10, 1928.

**CATTLE**—Most classes of fed steers closed at steady to strong prices, with the week's early advance on better grades erased. Light yearlings finished at steady to 25c higher levels, while most slaughter cows held steady. Bulls are strong to 25c higher, and vealers and calves are fully steady. Choice heavy steers topped the week's trade at \$14.50. Best medium weights went at \$14.10; yearlings, \$13.85. The practical top on vealers was \$13.00 at the close.

**HOGS**—Material price advances were scored early in the week and on Tuesday the top on choice grades reached \$10.00 but on later days the gains were lost, leaving prices around steady. Medium and strong weight butchers were in best demand and in

some instances retained a part of the recent advance. At the close, the top rested at \$9.70—to both packers and shippers. This was 30c under the week's high point. Packing grades closed about steady for the week.

**SHEEP**—All killing classes of both sheep and lambs were under pressure and closed at 35@50c lower levels. Choice Arizona springs went to shippers at \$18.25, while most of the California and Arizona arrivals cashed from \$17.25@18.10. Quality was lacking in most of the shorn lambs. Shorn ewes were most numerous at \$8.25@8.50.

## OMAHA.

(Reported by U. S. Bureau of Agricultural Economics.)

Omaha, Neb., May 10, 1928.

**CATTLE**—Lighter supplies and a breadth to demand from all quarters resulted in an advance of 25@40c on practically all killing classes. Bulls closed the week strong and veals 50c@ \$1.00 higher. Weighty steers were in improved demand even with liberal marketings. Mixed yearlings averaging 879 lbs. earned \$13.90; weighty steers, 1,361 lbs. \$14.00, and 1,136 lb. weights, \$14.10, the week's top. Practical top veals at close \$13.00; selected lots, \$13.50.

**HOGS**—A two-way market developed in the hog trade. Light receipts early in the period resulted in substantially higher prices, but this resulted in increased marketing and prices weakened with the early advance wiped out. Compared with a week ago, prices are steady to 10c lower. Thursday's top \$9.55 on 210-220 lb. butchers.

**SHEEP**—The big end of the receipts are now coming from California, consisting, for the most part, of spring lambs. Prices have shown a gradual weakening, with values quoted around 25c lower than a week ago. Fed clipped lambs are generally steady, while fed woolled lambs reflect a 25c decline. Sheep have been under pressure and are fully 50c lower. California spring lambs reached \$17.75.

## SIoux CITY.

(Special Letter to The National Provisioner.)

Sioux City, Ia., May 9, 1928.

**CATTLE**—Receipts for the first half of the week totaled 10,000, about 1,500 less than was received last week but 1,500 more than the same days last year. The market was quoted 25@40c higher on killing cattle the first two days; on Wednesday the trade was steady but slow. The following quotations are current at this time. Good to choice steers and yearlings, \$13.00@14.00; fair to good, \$11.50@13.00; common to fair, \$9.00@11.25; good to choice light heifers, \$11.50@12.75; fair to good, \$10.00@11.50; common, down to \$8.50; good to choice cows, \$10.00@11.50; fair to good, \$9.00@10.00; common unfed cows, down to \$7.00; canners and cutters, \$5.25@6.75; veals, \$7.00@13.50; bulls, \$7.00@9.50.

**HOGS**—Receipts 31,000 for first half

**K-M SERVICE 45 YEARS**

**Exceptional Service in Buying CATTLE, CALVES, SWINE, SHEEP, LAMBS**

**KENNETT-MURRAY**

**Live Stock Buying Organization**

week. Market 20@35c lower Wednesday; steady with close of last week. Shipping orders extensive. Shippers top, \$9.65; packers top, \$9.35; light and medium butchers, \$9.35@9.65; strongweights, \$9.25@9.50; heavy hogs, \$8.90@9.15; sows, \$8.25@8.75.

**SHEEP**—Receipts light, market 25@50c higher for three days; clipped lambs, \$16.00.

### ST. JOSEPH.

(Reported by U. S. Bureau of Agricultural Economics.)

St. Joseph, May 10, 1928.

**CATTLE**—Decreased receipts brought strong to 25c higher beef steer and yearling values for the week, with lower grades and handyweights showing the most gain. Slaughter heifers shared the advance, while veals gained 50c and other killing classes ruled steady to strong. Steers and yearlings reached \$14.00. Choice heifers turned at \$13.00 down, and veals topped at \$13.00.

**HOGS**—Butcher values displayed greater stability and recovered part of recent declines, ruling steady to 15c higher, with the top at \$9.70 for choice 210 lb. weights. Packing sows made a gain of 25c; smooth lights, up to \$8.75.

**SHEEP**—Spring lambs declined 50@75c, and other lambs showed 25c reductions, while aged stock ruled fully 75c lower. Springers topped late at \$17.75. Woolskins, up to \$17.00; best clippers, \$15.00; shorn ewes, \$8.50 down.

### ST. PAUL.

(Reported by U. S. Bureau of Agricultural Economics and Minnesota Dept. of Agriculture.)

South St. Paul, Minn., May 9, 1928.

**CATTLE**—Some strength in the beef steer trade and improved quality placed best beefs at \$14.10 this week. Several loads sold \$12.50@13.15; bulk steers and yearlings, \$11.25@12.50. A strong to 25c or more higher trade has featured the market for butcher she stock. Bulk of the vealers sold today at \$13.00@13.50.

**HOGS**—Top sorted light hogs cashed today at \$9.70. Most lights and butchers went to packers at \$9.35@9.50; underweights, largely \$8.75; bulk pigs and packing sows, \$8.25.

**SHEEP**—Very few sheep and lambs are coming. Best woolled lambs are going around \$17.25, best shorn lambs, \$15.75; top woolled ewes, \$9.50; top shorn ewes, \$8.50.

### ST. LOUIS.

(Reported by U. S. Bureau of Agricultural Economics.)

East St. Louis, Ill., May 10, 1928.

**CATTLE**—Steers, mixed yearlings, heifers and medium bulls sold 25c higher; cows, 15@25c higher; all cutters, steady; good and choice vealers, \$1.00@1.50 higher. Tops for week: 1,281 lb. matured steers and 1,055 lb. yearlings, \$14.25; 837 lb. mixed yearlings and 712-727 lb. heifers, \$13.50.

**HOGS**—Market extremely bullish the first of the week, with some later re-

action, but still 15@25c higher on medium and light hogs and 25@50c higher on heavies than week earlier. Top today, \$10.10; weights 180 lb. up, \$9.90@10.00.

**SHEEP**—All classes 25@50c lower for week. Best clipped lambs, \$15.75@16.00; native springers, \$17.50; few lots, \$18.00 to butchers; fat clipped ewes, mostly \$8.00@8.50; heaviest ewes, \$7.50.

### URUGUAY CATTLE KILL.

Frigerificos in Uruguay killed 72,002 head of cattle during March, 1928. In the same month abattoirs slaughtered 25,738 and other plants 3,276, making the total cattle kill for the month 101,016 head.

### BUFFALO LIVESTOCK IN APRIL.

The receipts and disposition of livestock at Buffalo, N. Y., during April, 1928, were as follows:

	Cattle.	Calves.	Hogs.	Sheep.
Receipts .....	17,045	31,919	90,794	85,380
Shipments .....	6,144	24,281	48,408	76,368
Local slaughter .....	9,599	7,611	40,705	9,457

### CANADIAN SLAUGHTER IN 1928.

Fewer cattle and sheep and more hogs were slaughtered in Canada during the first 3 months of 1928 compared with the same period of 1927. Cattle slaughtering was 2 per cent below 1927. The number of hogs slaughtered increased 8 per cent, according to the Markets Intelligence Service of the Dominion of Canada.

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Reference: National Stock Yards National Bank

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#### Order Buyers of Live Stock

**McMurray—Johnston—Walker, Inc.**

Indianapolis  
Indiana

Ft. Wayne  
Indiana

## RECEIPTS AT CENTERS.

SATURDAY, MAY 5, 1928.

	Cattle.	Hogs.	Sheep.
Chicago	1,000	2,500	7,000
Kansas City	650	750	...
Omaha	75	4,000	1,350
St. Louis	225	1,200	250
St. Joseph	100	1,000	250
Sioux City	300	4,000	300
St. Paul	100	500	25
Oklahoma City	100	500	...
Fort Worth	200	500	2,000
Denver	100	300	2,800
Louisville	100	300	...
Wichita	700	500	1,000
Indianapolis	100	3,000	100
Pittsburgh	100	1,500	500
Cincinnati	200	600	100
Buffalo	100	700	500
Cleveland	100	800	...
Nashville	100	200	...
Toronto	100	100	...

MONDAY, MAY 7, 1928.

	Cattle.	Hogs.	Sheep.
Chicago	14,000	30,000	12,000
Kansas City	10,000	8,000	9,000
Omaha	5,500	9,500	9,000
St. Louis	2,000	10,500	1,000
St. Joseph	2,500	4,000	4,000
Sioux City	3,000	5,700	1,000
St. Paul	5,000	10,300	1,000
Oklahoma City	500	1,400	...
Fort Worth	3,500	3,000	4,000
Milwaukee	200	400	100
Denver	2,000	1,000	1,400
Louisville	2,100	1,100	...
Wichita	1,000	3,500	400
Indianapolis	300	2,000	100
Pittsburgh	1,000	2,500	3,600
Cincinnati	1,200	3,000	100

TUESDAY, MAY 8, 1928.

	Cattle.	Hogs.	Sheep.
Chicago	7,000	14,000	13,000
Kansas City	8,000	9,000	12,000
Omaha	7,000	11,000	6,500
St. Louis	3,000	10,500	2,500
St. Joseph	2,000	4,000	3,500
Sioux City	3,500	9,000	1,000
Oklahoma City	400	2,000	...
Fort Worth	1,500	2,000	2,500
Milwaukee	800	3,500	200
Denver	700	2,000	5,000
Louisville	200	900	100
Wichita	500	3,500	800
Indianapolis	1,000	5,500	200
Pittsburgh	100	500	800
Cincinnati	300	3,400	200
Buffalo	200	500	200
Cleveland	200	2,500	1,000
Nashville	200	800	...
Toronto	900	1,100	600

WEDNESDAY, MAY 9, 1928.

	Cattle.	Hogs.	Sheep.
Chicago	9,000	15,000	12,000
Kansas City	7,000	11,000	8,000
Omaha	8,500	17,000	7,900
St. Louis	2,500	14,000	1,000
St. Joseph	2,700	6,000	4,000
Sioux City	3,500	12,000	1,500
St. Paul	2,800	11,000	500
Oklahoma City	500	1,700	...
Fort Worth	1,000	1,000	1,000
Milwaukee	400	1,800	100
Denver	700	800	200
Louisville	100	900	...
Wichita	700	3,000	200

THURSDAY, MAY 10, 1928.

	Cattle.	Hogs.	Sheep.
Chicago	10,000	29,000	14,000
Kansas City	2,500	8,000	8,000
Omaha	3,000	13,500	13,000
St. Louis	1,500	13,500	1,000
St. Joseph	1,200	5,000	3,000
Sioux City	2,000	10,000	200
St. Paul	1,800	7,000	200
Oklahoma City	500	1,600	...
Fort Worth	2,000	1,500	2,500
Milwaukee	600	2,000	100
Denver	900	1,600	1,300
Louisville	100	1,100	...
Wichita	500	2,400	200
Indianapolis	700	5,000	200
Pittsburgh	100	1,300	300
Cincinnati	200	3,300	400
Buffalo	200	700	...
Cleveland	200	2,000	1,400
Nashville	100	700	...
Toronto	900	800	600

FRIDAY, MAY 11, 1928.

	Cattle.	Hogs.	Sheep.
Chicago	3,000	18,000	12,000
Kansas City	300	5,000	2,500
Omaha	700	7,500	5,000
St. Louis	600	10,500	500
St. Joseph	500	5,000	8,500
Sioux City	1,000	9,000	100
St. Paul	1,600	5,000	900
Oklahoma City	500	2,300	...
Fort Worth	2,200	14,000	3,000
Milwaukee	100	500	100
Denver	2,600	500	2,500
Wichita	300	2,600	100
Indianapolis	500	5,000	200
Pittsburgh	100	1,500	800
Cincinnati	300	2,800	300
Buffalo	100	3,500	200
Cleveland	100	1,800	5,000

## LIVESTOCK PRICES AT LEADING MARKETS.

Following are livestock prices at five leading Western markets on Thursday, May 10, 1928, as reported to THE NATIONAL PROVISIONER by leased wire of the Bureau of Agricultural Economics, U. S. Department of Agriculture:

Hogs (Soft or oily hogs and roasting pigs excluded):	CHICAGO.	E. ST. LOUIS.	OMAHA.	KANS. CITY.	ST. PAUL.
Hvy. wt. (250-350 lbs.) med.-ch.	\$9.25@10.05	\$9.50@10.00	\$8.75@ 9.45	\$8.85@ 9.65	\$9.00@ 9.40
Med. wt. (200-250 lbs.) med.-ch.	9.25@10.30	9.75@10.10	9.25@ 9.55	9.15@ 9.70	9.15@ 9.50
Lt. wt. (160-200 lbs.) com.-ch.	8.50@10.30	9.60@10.10	9.00@ 9.55	9.00@ 9.70	8.50@ 9.50
Lt. lt. (130-160 lbs.) com.-ch.	7.25@ 8.75	7.50@ 9.75	8.25@ 9.40	8.25@ 9.40	8.00@ 9.25
Packing sows, smooth and rough.	8.40@ 9.15	7.90@ 8.60	8.00@ 8.60	7.75@ 8.65	7.75@ 8.25
Str. pigs (130 lbs. down), med.-ch.	6.50@ 8.25	6.50@ 8.25	7.50@ 8.40	7.50@ 8.40	8.00@ 8.25
Av. cost and wt., Wed. (pigs excl.)	9.95-234 lb.	9.95-209 lb.	9.37-259 lb.	9.58-253 lb.	9.28-227 lb.

Slaughter Cattle and Calves:	CHICAGO.	E. ST. LOUIS.	OMAHA.	KANS. CITY.	ST. PAUL.
STEERS (1,500 LBS. UP):					
Good-ch.	13.25@14.75	...	13.00@14.25	12.75@14.25	...
STEERS (1,300-1,500 LBS.):					
Choice	14.00@14.90	14.25@14.75	13.25@14.25	13.25@14.25	13.25@14.10
Good	13.25@14.25	13.00@14.25	12.75@13.25	12.50@13.25	12.25@13.25
STEERS (1,100-1,300 LBS.):					
Choice	14.10@15.00	14.25@14.75	13.25@14.25	13.25@14.00	13.25@14.10
Good	13.25@14.25	13.00@14.25	12.75@13.25	12.40@13.25	12.25@13.25
STEERS (950-1,100 LBS.):					
Choice	14.10@14.90	13.75@14.50	13.25@14.25	13.25@14.00	13.10@14.10
Good	13.00@14.25	12.75@13.75	12.00@13.25	12.25@13.25	12.00@13.10
STEERS (800 LBS. UP):					
Medium	11.25@13.25	11.00@13.00	11.00@12.75	10.75@12.50	10.25@12.25
Common	9.50@11.25	9.50@11.00	8.00@11.00	8.75@11.25	8.25@10.25
STEERS (FED CALVES AND YEARLINGS 750-950 LBS.):					
Choice	13.75@14.50	13.75@14.50	13.00@14.10	13.00@14.00	12.75@13.00
Good	12.75@13.75	12.75@13.75	11.85@13.00	11.85@13.25	11.75@12.75
HEIFERS (850 LBS. DOWN):					
Choice	13.25@14.00	13.50@14.00	12.00@13.00	12.25@13.25	12.00@13.25
Good	12.50@13.25	12.50@13.50	11.25@12.50	11.25@12.50	11.25@12.00
Common-med.	8.75@12.25	9.50@12.50	8.25@11.25	8.00@11.25	8.00@11.25
HEIFERS (850 LBS. UP):					
Choice	12.00@13.50	11.75@13.25	11.25@12.50	11.00@12.75	11.25@12.75
Good	10.75@13.00	10.50@12.50	10.50@11.75	10.50@11.75	10.25@11.75
Medium	9.50@12.50	10.00@11.25	8.50@11.00	8.25@10.75	8.50@11.00
COWS:					
Choice	11.25@12.00	10.75@11.50	10.50@11.75	10.00@11.00	10.50@11.50
Good	9.00@11.25	9.75@10.75	9.00@10.50	8.75@10.00	9.00@10.50
Common-med.	7.50@ 9.00	8.00@ 9.75	7.50@ 9.40	7.25@ 8.75	7.25@ 9.00
Low cutter and cutter.	6.25@ 7.50	5.00@ 8.00	6.00@ 7.50	5.00@ 7.25	5.00@ 7.25
BULLS (YEARLINGS EXC.):					
Beef Good-ch.	9.00@10.75	9.00@10.50	8.75@ 9.75	8.75@ 9.50	8.50@ 9.75
Cutter-med.	7.50@ 9.10	7.25@ 9.35	7.50@ 8.75	6.50@ 8.75	6.75@ 8.75
CALVES (500 LBS. DOWN):					
Medium-ch.	9.00@11.50	9.00@12.50	9.50@12.00	8.00@12.00	8.50@11.00
Cull-common	7.00@ 9.00	6.00@ 9.00	6.50@ 9.50	6.00@ 8.00	6.50@ 8.50
VEALERS (MILK-FED):					
Good-ch.	11.50@15.00	15.00 only	11.50@13.50	10.00@13.50	12.00@14.50
Medium	10.50@11.50	11.25@15.00	9.00@11.50	7.50@10.00	10.25@12.00
Cull-common	8.00@10.50	6.00@11.25	6.50@ 9.00	6.00@ 7.50	6.50@10.25

Slaughter Sheep and Lambs:

SPRING LAMBS:	CHICAGO.	E. ST. LOUIS.	OMAHA.	KANS. CITY.	ST. PAUL.
Good-ch.	17.50@18.50	17.00@18.00	16.75@18.00	16.50@17.85	...
Medium	16.00@17.50	15.50@17.00	15.00@16.75	15.25@16.50	...
Cull-com.	13.25@16.00	12.50@15.50	12.75@15.00	13.00@15.25	...
Lambs (84 lbs. down) med.-ch.	15.25@16.65	15.00@16.00	14.50@15.50	14.00@15.00	14.75@15.75
Lambs (92 lbs. down) med.-ch.	14.00@15.25	14.00@15.00	14.00@15.00	13.00@14.00	13.75@14.75
Lambs (all weights) cull-common	11.65@14.00	11.00@14.00	12.00@14.00	11.00@13.00	10.75@13.75
Yearling wethers (110 lbs. down) med.-choice	11.65@14.75	11.25@14.00	11.00@13.75	11.00@13.50	...
Ewes (120 lbs. down) med.-ch.	7.25@ 9.25	6.50@ 8.50	7.00@ 8.50	6.50@ 8.50	7.00@ 8.50
Ewes (120-150 lbs.) med.-ch.	6.25@ 9.00	6.00@ 8.25	6.50@ 8.25	6.25@ 8.25	6.75@ 8.25
Ewes (all weights) cull-common.	2.00@ 7.25	2.00@ 6.50	1.50@ 7.00	2.00@ 6.50	1.75@ 7.00

## SLAUGHTER REPORTS.

Special reports to The National Provisioner show the number of livestock slaughtered at the following centers for the week ended May 5, 1928.

CATTLE.			
	Week ending May 5.	Prev. week.	Cor. week. 1927.
Chicago	27,332	25,392	25,578
Kansas City	22,197	18,827	22,100
Omaha	25,910	19,302	19,632
St. Louis	9,272	7,902	10,462
St. Joseph	8,996	8,490	8,536
Sioux City	10,610	10,156	8,026
Wichita	1,994	.....	.....
Fort Worth	5,090	5,588	8,278
Philadelphia	2,029	2,062	2,385
Indianapolis	1,510	1,974	4,409
Boston	1,368	1,517	1,068
N. Y. and Jersey City	10,019	10,179	10,102
Oklahoma City	3,588	2,813	4,114
Cincinnati	3,095	2,902	.....
Denver	.....	3,391	.....
Total	133,978	120,225	124,690
HOGS.			
Chicago	122,800	103,500	119,200
Kansas City	33,022	21,735	37,501
Omaha	38,353	40,091	42,055
East St. Louis	35,443	23,324	43,408
St. Joseph	20,923	18,805	21,565
Sioux City	28,125	25,053	37,392
Wichita	8,564	.....	.....
Fort Worth	10,146	9,719	5,892
Philadelphia	18,537	19,212	22,174
Indianapolis	14,658	10,467	26,705
Boston	9,012	9,199	9,902
N. Y. and Jersey City	48,840	57,336	48,637
Oklahoma City	9,732	6,351	7,500
Cincinnati	13,622	23,581	.....
Denver	.....	6,284	.....
Total	409,777	374,657	421,931
SHEEP.			
Chicago	44,556	43,491	43,204
Kansas City	30,456	28,422	22,225
Omaha	31,976	27,461	22,224
East St. Louis	4,540	8,077	8,983
St. Joseph	28,861	25,856	23,866
Sioux City	3,711	3,512	3,301
Wichita	1,282	.....	.....
Fort Worth	7,950	5,997	7,932
Philadelphia	3,903	3,203	4,899
Indianapolis	336	649	717
Boston	3,588	4,887	4,837
N. Y. and Jersey City	42,202	43,234	32,238
Oklahoma City	150	53	148
Cincinnati	869	730	.....
Denver	.....	2,944	.....
Total	204,380	193,516	182,903



## PACKERS' PURCHASES.

Purchases of livestock by packers at principal centers for the week ended Saturday, May 5, 1928, with comparisons, are reported to The National Provisioner as follows:

## CHICAGO.

	Cattle.	Calves.	Hogs.	Sheep.
Armour & Co.	7,387	6,778	9,900	17,920
Swift & Co.	7,265	5,057	11,400	18,253
Morris & Co.	2,753	1,265	15,500	2,110
Wilson & Co.	5,320	2,650	9,900	6,273
Anglo-Amer. Prov. Co.	1,240	.....	4,400	.....
G. H. Hammond Co.	2,590	.....	4,200	.....
Libby, McNeill & Libby	754	.....	.....	.....
Brennan Packing Co., 6,300 hogs; Miller & Hart, 4,800 hogs; Independent Packing Co., 4,300 hogs; Boyd, Lunham & Co., 4,400 hogs; Western Packing & Provision Co., 10,200 hogs; Roberts & Oake, 6,600 hogs; Agar Pkg. Co., 4,100 hogs; others, 26,800 hogs.				
Totals:	Cattle, 27,332;	Calves, 15,750;	Hogs, 122,800;	Sheep, 44,556.

## KANSAS CITY.

	Cattle.	Calves.	Hogs.	Sheep.
Armour & Co.	2,576	812	7,589	5,005
Cudahy Pkg. Co.	2,850	611	5,047	7,743
Fowler Pkg. Co.	.....	.....	.....	.....
Morris & Co.	2,588	701	2,694	4,471
Swift & Co.	4,161	675	10,128	6,873
Wilson & Co.	4,589	574	5,213	5,516
Local Butchers	787	146	2,134	66
Total	18,590	3,519	32,805	30,274

## OMAHA.

	Cattle and Calves.	Hogs.	Sheep.
Armour & Co.	7,354	12,893	11,280
Cudahy Pkg. Co.	6,176	10,111	7,715
Dold Pkg. Co.	.....	6,751	.....
Morris & Co.	2,492	4,774	5,297
Swift & Co.	6,438	9,055	8,970
Eagle Pkg. Co.	12	.....	.....
Hoffman Bros.	73	.....	.....
Mayerowich & Vail	7	.....	.....
Omaha Pkg. Co.	53	.....	.....
Glashburn, M.	1	.....	.....
J. Rife Pkg. Co.	131	.....	.....
J. Roth & Sons	131	.....	.....
So. Omaha Pkg. Co.	153	.....	.....
Lincoln Pkg. Co.	313	.....	.....
John Morrell & Co.	234	.....	.....
Nagle Pkg. Co.	457	.....	.....
T. M. Sinclair Pkg. Co.	398	.....	.....
Wilson & Co.	432	.....	.....
Other Buyers	11,887	.....	.....
Total	26,865	55,451	39,232

## ST. LOUIS.

	Cattle.	Calves.	Hogs.	Sheep.
Armour & Co.	1,366	716	3,093	914
Swift & Co.	2,249	2,988	4,919	1,229
Morris & Co.	1,072	401	1,822	446
East Side P. Co.	1,447	3	5,192	.....
All Others	3,138	2,013	18,417	1,951
Total	9,272	5,405	33,443	4,540

## ST. JOSEPH.

	Cattle.	Calves.	Hogs.	Sheep.
Swift & Co.	3,456	967	10,386	20,235
Armour & Co.	2,284	422	7,070	5,050
Morris & Co.	1,818	274	3,233	3,317
Others	2,389	10	6,184	5,690
Total	9,947	1,773	26,873	34,271

## SIOUX CITY.

	Cattle.	Calves.	Hogs.	Sheep.
Cudahy Pkg. Co.	3,318	146	10,555	1,351
Armour & Co.	3,443	144	9,747	723
Swift & Co.	2,306	177	5,335	1,027
Smith Bros.	51	25	55	.....
Local Butchers	108	19	.....	.....
Order Buyers	1,558	66	17,240	.....
Total	10,844	577	42,941	3,101

## OKLAHOMA CITY.

	Cattle.	Calves.	Hogs.	Sheep.
Morris & Co.	1,138	468	4,857	87
Wilson & Co.	1,099	788	4,647	63
Others	95	.....	428	.....
Total	2,332	1,256	9,732	150

## CINCINNATI.

	Cattle.	Calves.	Hogs.	Sheep.
C. A. Freund	88	62	161	1
S. W. Gall	.....	23	.....	98
J. Hilberg	162	.....	.....	5
Gus. Juengling	213	140	.....	29
E. Kahn's Sons Co.	863	553	3,402	182
Kroger Groc. & B.Co	176	197	2,025	.....
Lohrey Pkg. Co.	4	.....	145	.....
H. H. Meyer	21	64	1,276	.....
W. G. Rehn & Son	52	.....	480	.....
A. Sander Pkg. Co.	3	.....	.....	45
J. Schlachter & Son	171	251	2,345	.....
J. & F. Schroth Co.	14	.....	305	.....
Vogel & Son	2	.....	.....	.....
Total	1,769	1,298	10,148	360

## MILWAUKEE.

	Cattle.	Calves.	Hogs.	Sheep.
Plankinton Pkg. Co.	1,188	5,971	7,768	35
U. D. B. Co., N. Y.	52	.....	.....	.....
The Layton Co.	.....	.....	353	.....
R. Gums & Co.	126	66	87	.....
Armour & Co.	572	2,942	.....	.....
N.Y.B.D.M.Co., N.Y.	34	.....	.....	.....
Cudahy Bros. Co.	28	484	94	64
Butchers	267	108	12	.....
Others	257	.....	.....	.....
Total	2,520	9,571	8,314	99

## WICHITA.

	Cattle.	Calves.	Hogs.	Sheep.
Cudahy Pkg. Co.	1,221	394	9,494	1,282
Dold Pkg. Co.	527	38	5,631	.....
Wichita Dr. Beef Co.	27	.....	.....	.....
Dunn-Ostertag	113	.....	.....	.....
Keefe-LeStourgeon	111	.....	.....	.....
Total	1,999	432	15,125	1,282

## ST. PAUL.

	Cattle.	Calves.	Hogs.	Sheep.
Armour & Co.	2,907	4,168	11,924	654
Cudahy Pkg. Co.	318	2,473	.....	.....
Hertz Bros.	202	28	112	.....
Swift & Co.	4,385	6,378	17,974	858
United Pkg. Co.	1,863	341	.....	.....
Others	668	6	12,669	.....
Total	10,343	13,594	42,679	1,512

## INDIANAPOLIS.

	Cattle.	Calves.	Hogs.	Sheep.
Outside Buying	924	3,015	14,464	1,867
Kingan & Co.	1,507	883	11,736	327
Indianapolis Abt. Co.	1,205	272	420	.....
Armour & Co.	256	65	1,950	20
Bell Pkg. Co.	22	.....	559	.....
Brown Bros.	112	18	.....	11
Hilgemeler Bros.	19	16	296	.....
Schussler Pkg. Co.	12	.....	187	.....
Riverview Pkg. Co.	72	12	304	.....
Meyer Pkg. Co.	41	15	360	26
Indiana Prov. Co.	1	47	.....	39
Art Wabnitz	25	20	.....	.....
Mann-Hartman & Co.	22	.....	.....	.....
Hoosier Abt. Co.	301	94	508	133
Miscellaneous	.....	.....	.....	.....
Total	4,519	4,457	31,773	2,423

## RECAPITULATION.

Recapitulation of packers' purchases by markets for the week ended May 5, 1928, with comparisons:

## CATTLE.

	Week ended May 5.	Prev. week.	Cor. week 1927.
Chicago	27,332	25,392	25,578
Kansas City	18,590	15,554	18,349
Omaha	26,865	20,639	20,054
St. Louis	9,272	7,902	10,462
St. Joseph	9,947	8,921	9,189
St. Paul	10,844	12,041	9,062
Oklahoma City	2,332	2,007	3,442
Indianapolis	4,519	4,521	5,302
Cincinnati	1,769	1,720	1,788
Milwaukee	2,520	2,836	.....
Wichita	1,999	1,807	1,701
Denver	.....	3,874	2,534
St. Paul	10,343	10,282	9,045
Total	126,332	115,006	116,606

## HOGS.

	Week ended May 5.	Prev. week.	Cor. week 1927.
Chicago	122,800	103,500	119,200
Kansas City	32,805	21,735	37,501
Omaha	55,451	20,052	63,719
St. Louis	33,443	23,324	43,408
St. Joseph	26,873	26,986	26,290
Indianapolis	42,941	18,750	46,880
St. Paul	9,732	8,351	7,500
Oklahoma City	31,773	31,911	26,280
Cincinnati	10,148	20,667	17,820
Milwaukee	8,314	8,989	.....
Wichita	15,125	12,020	15,958
Denver	.....	6,390	6,581
St. Paul	42,679	46,861	45,401
Total	432,084	347,545	456,338

## SHEEP.

	Week ended May 5.	Prev. week.	Cor. week 1927.
Chicago	44,556	43,491	43,204
Kansas City	30,274	28,422	22,225
Omaha	33,232	28,881	25,247
St. Louis	4,540	3,077	6,983
St. Joseph	34,271	30,050	24,569
St. Paul	3,101	2,793	2,865
Oklahoma City	150	53	148
Indianapolis	2,423	1,192	1,157
Cincinnati	360	806	829
Milwaukee	99	133	.....
Wichita	1,282	1,131	821
Denver	.....	10,857	4,143
St. Paul	1,512	1,479	1,653
Total	155,800	152,345	133,644

What are the chief points to know about in kosher killing of cattle? Ask "The Packer's Encyclopedia," the "blue book" of the meat packing industry.

## CHICAGO LIVESTOCK.

Statistics of livestock at the Chicago Union Stock Yards for current and comparative periods are reported as follows:

## RECEIPTS.

	Cattle.	Calves.	Hogs.	Sheep.
Mon., Apr. 30	20,934	4,433	50,255	15,471
Tues., May 1	9,231	5,000	24,019	10,153
Wed., May 2	14,435	3,304	18,067	14,076
Thur., May 3	8,724	6,151	28,606	12,357
Fri., May 4	1,903	1,193	17,862	7,236
Sat., May 5	1,000	200	2,500	7,000
Totals this wk.	56,227	20,281	141,339	66,283
Prev. week	53,985	20,020	148,981	65,205
Year ago	53,338	19,605	135,740	60,072
Two years ago	60,953	17,533	121,680	73,545

Year's receipts to May 5, with comparative totals:

	1928.	1927.
Cattle	822,327	962,934
Calves	305,681	261,828
Hogs	3,710,992	2,682,420
Sheep	1,200,824	1,274,167

## SHIPMENTS.

	Cattle.	Calves.	Hogs.	Sheep.
Mon., Apr. 30	5,381	13	8,662	5,506
Tues., May 1	3,280	24	3,507	2,846
Wed., May 2	3,825	.....	3,143	3,179
Thur., May 3	1,735	42	2,742	3,147
Fri., May 4	1,222	1	4,545	2,845
Sat., May 5	200	.....	1,000	1,000
Totals this wk.	15,643	80	23,599	18,523
Prev. week	16,889	139	54,173	18,450
Year ago	17,556	269	26,165	15,226
Two years ago	16,863	499	32,794	12,607

## WEEKLY AVERAGE PRICE OF LIVESTOCK.

	Cattle.	Hogs.	Sheep.	Lambs.
Week end. May 3	\$13.00	\$ 9.85	\$10.25	\$17.25
Previous week	13.05	10.15	10.00	17.35
1927	11.00	10.15	8.25	16.26
1926	9.30	12.60	8.50	14.70
1925	10.10	11.65	7.60	14.50
1924	9.80	7.45	7.60	15.60
1923	9.20	7.70	7.80	14.25

AVG. 1923-1927 .. \$ 9.90 \$ 9.95 \$ 7.95 \$15.05

## SUPPLIES FOR CHICAGO PACKERS.

Net supply of cattle, hogs and sheep for packers at the Chicago Stock Yards.

	Cattle.	Hogs.	Sheep.
*Week ending May 3	40,600	117,700	47,800
Previous week	37,096	94,807	46,755
1927	35,732	100,575	44,546
1926	44,090	88,886	60,878
1925	43,140	71,649	58,114
1924	40,488	129,385	55,477

\*Saturday, May 3, estimated.

## HOG RECEIPTS, WEIGHTS, PRICES.

Receipts, average weight and top and average prices of hogs, with comparisons:

	Average No. Wgt. received. lbs.		—Prices—	
			Top.	Avg.
*Week ending May 3	141,300	234	\$10.55	\$ 9.85
Previous week	148,980	236	10.65	10.15
1927	135,740	243	10.90	10.15
1926	121,680	249	14.10	12.80
1925	110,891	233	12.65	11.65
1924	169,533	236	7.70	7.40
1923	173,496	235	8.15	7.70

# Ice and Refrigeration

## ICE NOTES.

A cold storage plant to cost in the neighborhood of \$250,000 is being planned by the Security Warehouse & Cold Storage Co., for Santa Clara, Calif.

The first unit of a cold storage plant has been started in Childress, Tex., by the West Texas Utilities Co. When the first unit is completed it is planned to construct additional units as they are needed.

The Terminal Ice & Cold Storage Co., Astoria, Ore., placed its new plant in operation on May 5.

A cold storage plant is being constructed in Canton, Miss., by the New Mississippi Co.

Plans are proceeding rapidly, it is announced, for the construction of an ice plant in Catskill, N. Y., by the Catskill Ice & Storage Co.

The Yakima Fruit Growers' Association have broken ground for a new cold storage plant to be erected in Yakima, Wash. The cost will be in the neighborhood of \$135,000.

The W. B. Miller Lumber Co., it is reported, is considering building an ice and cold storage plant in Willacoochee, Fla.

The Carey Ice Co. has purchased a site in Haven, Kan., on which to erect a cold storage plant.

Plans are being made by the National Warehouse Association for a cold storage plant in San Benito, Tex.

Glenn Sample, Sweetwater, Tex., has purchased a warehouse which he will convert into an ice and cold storage plant.

Extensive improvements are being planned to the plant of the Hygenic Ice & Cold Storage Co., Pulaski, Va. The business was purchased recently by the Jervain Corporation, New York City.

J. W. Hunter, Anniston, Ga., representing a Chicago concern it is said, is planning to build an ice and cold storage plant in Tallapoosa, Ga.

The Glynn Ice Co., Darien, Ga., has purchased property on which a cold storage plant will be built.

A cold storage plant will be erected in Pretty Prairie, Kan., by the Carey Ice Co., Hutchinson, Kan.

The Blue Rapids Ice & Cold Storage Co., will build an ice plant in Marysville, Kan.

The cold storage plant of the L. W. Bollmer Co., Malvern, Ia., destroyed by fire recently, will be rebuilt it is reported.

Considerable new equipment was purchased recently and installed in the plant of the Midwest Ice & Cold Storage Co., Kansas City, Mo.

A building permit has been issued to the Central Ice & Cold Storage Co., Los Angeles, Calif., for an addition to its plant.

saw cuts, solder a piece of sheet brass. This will project from the bearing and form a ledge, under which a tin box can be placed. The oil escaping from the bearing will run down the piece of sheet brass and drip off into the tin, instead of running down the side of the bearing and so on to the floor as formerly.

To stop the oil creeping along the shaft, tie round this, near to the bearing and over the collecting tin, a piece of asbestos cord, or  $\frac{1}{4}$  in. diameter round packing or some similar material. Modern machines are suitably designed to prevent oil from the bearings being a nuisance, but such provision was not always made in the past.

## PACKERS' MEETINGS.

(Continued from page 26.)

tooting of hogs for identity and in connection with the eradication of disease.

### Need of Cost Reduction Stressed.

In the afternoon, H. R. Davison, director of the Department of Waste Elimination and Live Stock of the Institute, discussed the Institute's program for the elimination of waste.

Following Mr. Davison, I. M. Hoagland, Armour and Company, chairman of the Institute's Committee on Distribution Problems, talked on "Elimination of Wastes in Distribution," stressing the need for reducing delivery costs and reverse telephone and telegraph charges.

L. F. Prior, of T. M. Sinclair & Company, Ltd., led a discussion on "The Handling of Waste Waters."

In the evening, Knute Espe, secretary of the Iowa Cooperative Live Stock Shippers, talked on "Live Stock Marketing Problems," stressing the need of cooperation between the packer and the shipping organization.

Henry A. Wallace, Editor of Wal-

lace's Farmer, Des Moines, spoke on "The Hog and Pork Outlook." Mr. Wallace called attention to the "cycles of production" which he had observed in his fifteen years' experience, and stressed the need of adjusting hog production in order to do away with these cycles. He thought that such an adjustment would bring about a much more orderly condition in the hog situation.

## St. Louis Meeting.

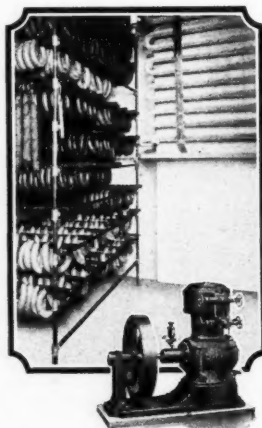
The May Meeting of Division IV of the Institute of American Meat Packers was held Friday, May 11, in St. Louis, Mo., at the Missouri Athletic Club.

E. C. Merritt of the St. Louis Independent Packing Co. and H. R. Davison, Director of the Department of Waste Elimination and Live Stock of the Institute, discussed in detail the Institute's Waste Elimination Program.

G. M. Pelton, of Swift & Company, addressed the meeting on the subject of "Financial and Operating Ratios as Guides to Management." Dr. W. Lee Lewis, Director of the Department of Scientific Research of the Institute, summarized research studies conducted by the Institute on Ham Curing and Meat Conservation.

H. J. Koenig of Armour and Company, Chicago, discussed "Elimination of Wastes in Plant Operations," and H. D. Tefft, Director, Department of Packinghouse Practice and Research of the Institute, talked on the "Possibilities of Reducing Coal Costs," illustrating his remarks with a chart showing the results of a survey recently made by his department concerning actual coal consumption of different member companies.

At the last session of the meeting, S. W. Lund gave some sidelights on "The Hog and Pork Situation and Outlook."



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## COMPRESSOR BEARINGS.

The escape of oil from bearings of horizontal refrigerating machines cannot be prevented, but it can be collected and stopped from being a nuisance. Remove the bottom brasses from the bearings and make a saw cut, inclined downwards, at each end. Into these

**Reliable Corkboard**  
TRADE MARK



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902 Woodward Bldg., Washington, D. C.

**PROFIT IN HEALTHY HOGS.**

(Continued from page 26.)

and getting rid of the tuberculosis infections.

"There is still a big loss in killing hogs due to tuberculosis infections and in our case it amounts to 5 or 6 cents per hog on every hog that we kill. At the time this movement was started the average loss per hog was nearer 10 to 11 cents. You can see the improvement that this movement has made in the last couple of years.

"The most important feature of the whole thing is that we have yet to find a breeder that is not anxious to clean up his place as soon as he receives word that there is a dangerous infection showing up on the animals from his drove, and we believe that by continued cooperation between the breeders and the packers that a very desirable situation will be reached."

Other packer members of this committee on the Omaha market are James Allen, in charge of hog buying for the Cudahy Packing Co.; Solon Burkhart, general manager of the Dold Packing Co.; E. S. Waterbury, general manager of Armour and Company; and C. A. Cushman, general manager of Swift & Company.

**THE EARLY LAMB CROP.**

The supply of spring lambs during May and June will be of light weight and of relatively poor quality, according to the report of the U. S. Department of Agriculture on the condition of early lambs May 1, 1928.

Weather and feed conditions during April were generally unfavorable to a normal development of the early lamb crop and the condition of these lambs on May 1 was below average in most of the important early lambing areas.

Improvement in the quality of future shipments of California lambs is expected, as these lambs will come from areas where feed conditions are now reported as excellent. The total Eastern movement of California slaughter lambs may equal that of last year.

Movement of lambs from the Southeastern states is expected to be late in starting and the quality below last year. The June movement of lambs from Virginia, Kentucky and Tennessee promises to be heavy, but the proportion of lambs marketed after July 1 may be larger than usual.

**"Stevenson's Door that Cannot Stand Open"**

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it's closed like this

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**Stevenson Cold Storage Door Co.**

Makers of Cold Storage Doors since 1888

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**Crescent 100% PURE Corkboard**

(Made in U. S. A.)

and "UNITED'S SERVICE"

provide permanent and economical Cold Storage Rooms

**UNITED CORK COMPANIES, Lyndhurst, N. J.**

**WASTE ELIMINATION BULLETIN.**

"Elimination Waste in Supplies" is the title of a bulletin issued recently by the Department of Waste Elimination and Live Stock of the Institute of American Meat Packers. The bulletin was contributed by the Committee on Purchasing Practice and was prepared by Joseph B. Rogers, member of the Section on Wastes in Raw Materials and Supplies of the Commission on Elimination of Waste, of which F. Edson White is chairman. This bulletin is the first of a series to be issued in behalf of the Commission on Elimination of Waste.

The following points are stressed in the bulletin:

Elimination in waste in supplies starts with buying.

Specifications must be complete and proper for each item of supplies.

The buyer must purchase in the best markets and in the best quantities to get lowest prices.

Control of stocks by the operating department working with the purchasing department is essential.

Proper storage of supplies should be given attention by the foreman in charge and by the superintendent's office.



# F. C. ROGERS

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Commission  
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Tankage, Bones, Cracklings, Hog Hair  
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Boneless Beef—Ref. Lard—Cured Pork  
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On request, our complete provision, fresh meat, packinghouse products, tallow and grease daily market quotation sheets will be mailed to any member of the trade free of charge; also our periodical market reports.

# Chicago Section

W. H. Bristol, well known packer and retail meat dealer of Lewiston, Ida., was a visitor in Chicago this week.

J. T. McMillan, president of the J. T. McMillan Co., St. Paul, Minn., transacted business in the city this week.

William R. Sinclair, vice-president of Kingan & Co., Indianapolis, Ind., was a business visitor in Chicago this week.

R. H. Daigneau, provision manager, George A. Hormel & Co., Austin, Minn., was a Chicago visitor during the week.

H. H. Corey, export manager, George A. Hormel & Co., Austin, Minn., was a business caller in the city during the week.

Packers' purchases of livestock at Chicago for the first four days of this week totaled 22,806 cattle, 12,582 calves, 50,825 hogs and 31,664 sheep.

Edward Fuentes of Fuentes & Co., sausage makers, Habana, Cuba, spent several days in Chicago this week. Mr. Fuentes is in the States on business.

Provision shipments from Chicago for the week ending Apr. 21, 1928, with comparisons, are reported as follows:

	Last wk.	Prev. wk.	Cor. week, 1927.
Cured meats, lbs.	17,565,000	17,908,000	12,916,000
Fresh meats, lbs.	37,308,000	41,112,000	37,184,000
Lard, lbs.	8,019,000	6,079,000	7,178,000

D. J. Alexander, office manager, Frigorifico Wilson de la Argentine, Buenos Aires, Argentina, will sail for South America on May 19. Mr. Alexander has been located in Argentina for the past eight years and has been in this country visiting his family and renewing contact with the Chicago headquarters.

The business of the late Louis J. Pfaelzer, Chicago, which was that of buying packinghouse products for out-of-town accounts, is being carried on by B. T. Ebzery & Co. at the same address, 4201 S. Halsted St. Mr. Pfaelzer died suddenly March 11. L. W. Pfaelzer, his brother, vice-president of the Independent Casing & Supply Co., unfortunately was in Australia at the time.

## NEW BOOK ON USE OF MEAT.

"The Use of Meat" is the title of a booklet recently issued by the Department of Nutrition, of the Institute of American Meat Packers, of which C. Robert Moulton is director. This is the third in a series of such booklets. The booklet contains extracts of scientific literature, and original articles on the nutritive value of meat and its place in the diet. It is the third of a series of pamphlets dealing with nutrition and practical dietetics with special reference to the use of meat in the diet.

The booklet is intended for distribution primarily among doctors, dietitians, nutrition experts, home economics experts, colleges and universities.

## CHICAGO MEATS AND POULTRY.

The meat and poultry business in Chicago ranks second in the wholesale field and sixth in the retail field, according to an analysis of the 1926 census of distribution recently made by the Chicago Association of Commerce.

There are 2,849 such establishments, including wholesalers and retailers. These establishments employ 11,182 people and are operated by 2,931 firm members and proprietors. Their total annual payroll is over \$21,000,000.

The sales of wholesale dealers, combined with the retail sales of meat and poultry, are more than \$430,000,000. The retail sales of this class of food amount to 4.2 per cent of the total sales of all kinds of merchandise, averaging \$27.26 per person.

There are 1,166 people in Chicago for each retail meat and poultry store.

An analysis of the figures shows that the turn-over in the meat and poultry business is slightly less than 37 times a year.

The number of retail outlets, given as 5,182, represents all the various stores through which meats and poultry are sold. However, there were found to be many small dealers who did not keep books by departments and were unable to show sales of meat and poultry separately. It is assumed, therefore, that there are many more outlets for meat and poultry in Chicago than the number indicated.

The census points out that 2,453 grocery and delicatessen stores sold \$11,929,100 worth of meats and poultry. This is a little less than 13 per cent of the entire retail sales of meats and poultry in the city in 1926. The average sale of meats and poultry in each of these grocery and delicatessen stores was \$4,863.

Eleven department stores sold \$2,475,800 worth of meats and poultry, representing more than 2 per cent of the total retail sales of those foods, and averaging \$225,073 for each department store.

The census also covers the sales of 278 wholesale outlets, including 234 wholesale meat and poultry establishments. The wholesale establishments sold approximately \$348,000,000, or an average of over \$1,486,000 for each establishment.

Of the 5,182 retail establishments, 2,615 were strictly meat and poultry shops. In these shops the sales were more than \$78,000,000, the average sale being \$31,772.

Of the 2,615 meat and poultry shops, 470 had sales for the year of less than \$10,000, and 282 had sales exceeding \$50,000.

The average salary paid in the wholesale meat business was \$1,962. The average sales of each salesman for wholesale houses were over \$134,000, and the total pay rolls of these houses were 4.4 per cent of the total sales.

The average sales of each retail salesman were nearly \$31,000 and the payrolls of these establishments were 7.3 per cent of the sales.

## QUALITY SAUSAGE SELLS.

It is noticeable that those packers and sausage makers who are making high quality products and using right merchandising methods have no complaints about business conditions insofar as the public demand for sausage is concerned.

One packer who manufactures superior goods reports that his sausage department is surpassing all previous records for tonnage. Recently he found it necessary to install additional equipment to take care of the increase of business in this department and to make other improvement. Among the new equipment installed were the following machines and devices: A bake oven, stuffing machine, sausage hanging racks, new racks under the tables for smoke sticks, cooking vat, head-cheese machine, stick washing machine and ventilating system.

## CASINGS IMPORTS AND EXPORTS.

Imports and exports of casings into and from the United States during February, 1928, are given by the U. S. Department of Commerce as follows:

	Sheep, lamb & goat.		Other.	
	Lbs.	Value.	Lbs.	Value.
France	1,119	\$ 1,673	2,535	\$ 543
Germany	9,818	6,847	78,460	47,607
Irish Free State	425	1,850		
Italy			200	81
Netherlands	396	215		
Roumania	216	182	387	1,003
Soviet Russia in Europe	39,609	141,393		
United Kingdom	11,761	15,612	13,659	2,087
Canada	51,011	72,535	331,957	66,041
Mexico	1,650	1,429		
Argentina	47,651	53,307	390,507	104,910
Brazil			11,466	1,004
Chile	5,794	3,573		
Uruguay	7,839	9,656	93,836	17,905
British India	405	705		
China	41,083	39,065	1,390	667
Iraq	10,507	27,144		
Persia	23,354	35,588	3,190	633
Syria	14,629	40,712		
Turkey in Asia	25,806	70,355		
Australia	102,178	115,686	59,602	51,137
New Zealand	110,300	131,221	5,040	747
Union of South Africa			146	99
Total	505,500	\$769,348	992,375	\$294,554

## EXPORTS.

	Hog casings.		Beef casings.	
	Lbs.	Value.	Lbs.	Value.
Austria			8,393	\$ 488
Belgium	27,975	\$ 6,171	112,813	10,257
France			31,025	2,356
Germany	339,485	67,912	1,080,818	122,758
Italy	14,035	854		
Netherlands	6,513	6,094	132,128	20,206
Norway			36,590	2,065
Poland			14,051	895
Spain	10,270	3,230	14,283	3,540
Sweden	8,914	2,127	45,148	5,458
Switzerland	1,707	1,725	61,458	8,228
Unit. Kingdom	327,987	135,957	36,409	7,860
Canada	1,285	679		
Honduras	97	19		
Panama	1,020	905		
Mexico	827	708	1,292	233
Bermudas	1,050	490		
Cuba			76	81
Argentina	1,100	300		
Surinam			6,033	180
Australia	55,374	56,590		
New Zealand	22,654	24,488		
B. S. Africa	7,304	1,636		
Total	827,797	\$309,915	1,580,487	\$184,578

Exports of other casings were as follows: To Germany, 31,563 lbs.; value, \$2,960. To Italy, 3,540 lbs.; value, \$2,531. To the Netherlands, 8,200 lbs.; value, \$1,248. To the United Kingdom, 38,900 lbs.; value, \$7,714. To Canada, 58,938 lbs.; value, \$7,737. To Mexico, 213 lbs.; value, \$70. To Australia, 4,150 lbs.; value, \$3,318.

# Chicago Provision Markets

Reported by THE NATIONAL PROVISIONER DAILY  
MARKET SERVICE

## CASH PRICES.

Based on Actual Carlot Trading, Thursday,  
May 10, 1928.

Regular Hams.		S. P.	
Green.			
8-10	17	17	
10-12	16 1/2	16 1/2	
12-14	16 1/2	16 1/2	
14-16	16 1/2	16 1/2	
16-18	16 1/2	16 1/2	
18-20	16 1/2	16 1/2	
20-22	16 1/2	16 1/2	
22-24	16 1/2	16 1/2	
24-26	16 1/2	16 1/2	
26-28	16 1/2	16 1/2	
28-30	16 1/2	16 1/2	
30-32	16 1/2	16 1/2	

## S. P. Boiling Hams.

H. Run.		Select.	
16-18	15 1/2	16	
18-20	15 1/2	16	
20-22	15 1/2	15 1/2	

## Skinned Hams.

Green.		S. P.	
10-14	18	16 1/2	
14-16	17 1/2	16 1/2	
16-18	17 1/2	16 1/2	
18-20	16 1/2	16 1/2	
20-22	16	16 1/2	
22-24	15 1/2	15 1/2	
24-26	14 1/2	15 1/2	
26-28	14	14 1/2	
28-30	13	14 1/2	
30-32	13	13 1/2	

## Pienies.

Green.		S. P.	
4-6	11 1/2	11 1/2	
6-8	11 1/2	11 1/2	
8-10	10 1/2	10 1/2	
10-12	10 1/2	9 1/2	
12-14	10 1/2	9 1/2	

## Bellies.\*

Green.		S. P.	
6-8	16 1/2	17 1/2	
8-10	16 1/2	17 1/2	
10-12	16 1/2	17 1/2	
12-14	16 1/2	17 1/2	
14-16	15 1/2	16 1/2	
16-18	14 1/2	15 1/2	

\*Square Cut and Seedless.

## D. S. Bellies.\*

Clear.		Rib.	
14-16	14 1/2	14	
16-18	14 1/2	14	
18-20	14	14	
20-22	13 1/2	13 1/2	
22-24	13 1/2	13 1/2	
24-26	13 1/2	13 1/2	
26-28	13 1/2	13 1/2	
28-30	13 1/2	13 1/2	
30-32	13 1/2	13 1/2	
32-34	13 1/2	13 1/2	
34-36	13 1/2	13 1/2	
36-38	13 1/2	13 1/2	
38-40	13 1/2	13 1/2	
40-42	13 1/2	13 1/2	

\*Fully Cured.

## D. S. Fat Backs.

		9 1/2	
8-10	10	10	
10-12	10 1/2	10 1/2	
12-14	11 1/2	11 1/2	
14-16	11 1/2	11 1/2	
16-18	11 1/2	11 1/2	
18-20	11 1/2	11 1/2	
20-22	11 1/2	11 1/2	

## D. S. Rough Ribs.

45-50	12.25@12.50		
55-60	12.00@12.25		
65-70	11.75@12.00		
75-80	11.50@11.75		

## Other D. S. Meats.

Extra Short Cuts	35-45	12 1/2	
Extra Short Ribs	35-45	12 1/2	
Regular Plates	6-8	10	
Clear Plates	4-6	10	
Jowl Butts		@ 9	

## Lard.

Prime steam, tierces	11.85		
Prime steam, loose	11.05		

## FUTURE PRICES.

Official Board of Trade Range of Prices.

SATURDAY, MAY 5, 1928.

	Open.	High.	Low.	Close.
LARD—				
May	11.82 1/2	12.20	12.22 1/2	11.82 1/2
July	12.25	12.80	12.27 1/2	12.27 1/2
Sept.	12.60	12.82 1/2	12.57 1/2	12.62 1/2
CLEAR BELLIES—				
May	13.80	13.85	13.80	13.60
July	14.20	14.20	14.20	13.85
Sept.	14.20	14.20	14.20	14.20

## SHORT RIBS—

May	11.87 1/2			
July	12.30			
Sept.	12.70			

MONDAY, MAY 7, 1928.

	Open.	High.	Low.	Close.
LARD—				
May	11.95	12.05	11.90	11.92 1/2 ax
July	12.30	12.37 1/2	12.22 1/2	12.22 1/2
Sept.	12.62 1/2	12.72 1/2	12.55	12.55b
Oct.	12.82 1/2	12.85	12.67 1/2	12.70 ax
CLEAR BELLIES—				
May	13.90	13.95	13.80	13.70n
July	14.37 1/2	14.45	14.30	13.85b
Sept.	14.37 1/2	14.45	14.30	14.35

## SHORT RIBS—

May	11.87 1/2 n			
July	12.30b			
Sept.	12.70b			
Oct.	12.60n			

TUESDAY, MAY 8, 1928.

	Open.	High.	Low.	Close.
LARD—				
May	12.02 1/2	12.02 1/2	12.00	12.00
July	12.32 1/2	12.32 1/2	12.22 1/2	12.30b
Sept.	12.62 1/2	12.65	12.60	12.65 ax
Oct.	12.75	12.80	12.72 1/2	12.80 ax
CLEAR BELLIES—				
May	14.00	14.10	14.00	13.80b
July	14.40	14.45	14.40	14.10 ax
Sept.	14.40	14.45	14.40	14.42 1/2 b

## SHORT RIBS—

May	12.00b			
July	12.35b			
Sept.	12.82 1/2 b			
Oct.	12.70b			

WEDNESDAY, MAY 9, 1928.

	Open.	High.	Low.	Close.
LARD—				
May	12.30	12.30	12.22 1/2	11.97 1/2 ax
July	12.65	12.65	12.57 1/2	12.25 ax
Sept.	12.75	12.75	12.72 1/2	12.60 ax
Oct.	12.75	12.75	12.72 1/2	12.72 1/2 ax
CLEAR BELLIES—				
May	14.00	14.00	13.97 1/2	13.80n
July	14.32 1/2	14.35	14.30	13.97 1/2 ax
Sept.	14.32 1/2	14.35	14.30	14.30b

## SHORT RIBS—

May	12.00n			
July	12.30 ax			
Sept.	12.72 1/2			
Oct.	12.75b			

THURSDAY, MAY 10, 1928.

	Open.	High.	Low.	Close.
LARD—				
May	11.82 1/2	11.82 1/2	11.87 1/2	11.87 1/2 b
July	12.20	12.22 1/2	12.10	12.12 1/2 b
Sept.	12.52 1/2-55	12.55	12.45	12.47 1/2
Oct.	12.70	12.70	12.60	12.62 1/2
CLEAR BELLIES—				
May	13.92 1/2	13.92 1/2	13.80	13.70 ax
July	14.30	14.30	14.15	13.82 1/2 b
Sept.	14.30	14.30	14.15	14.15

## SHORT RIBS—

May	12.00n			
July	12.20 ax			
Sept.	12.57 1/2 ax			
Oct.	12.65 ax			

FRIDAY, MAY 11, 1928.

	Open.	High.	Low.	Close.
LARD—				
May	12.10	12.22 1/2	12.07 1/2-10	11.95b
July	12.45-47 1/2	12.55-57 1/2	12.42 1/2	13.82 1/2 b
Sept.	12.65	12.70	12.60-62 1/2	12.55-57 1/2 b
Oct.	12.65	12.70	12.60-62 1/2	12.70b
CLEAR BELLIES—				
May	13.75	13.82 1/2	13.75	13.70n
July	14.12 1/2	14.17 1/2-20	14.10	13.82 1/2 b
Sept.	14.12 1/2	14.17 1/2-20	14.10	14.17 1/2-20

## SHORT RIBS—

May	12.00n			
July	12.20 ax			
Sept.	12.57 1/2 ax			
Oct.	12.65 ax			

## CHICAGO HOG PURCHASES.

Purchases of hogs by Chicago packers for the week ending Thursday, May 11, 1928, with comparisons:

	Week ended May 11.	Prev. week.	Cur. week.
Armour & Co.	5,574	10,338	10,123
Anglo-American Prov. Co.	2,156	4,053	3,013
Swift & Co.	6,034	10,411	11,168
G. H. Hammond Co.	2,854	4,740	4,091
Morris & Co.	3,187	6,480	8,801
Wilson & Co.	5,633	8,632	8,561
Boyd-Lunham Co.	3,455	4,901	4,561
Western Pkg. & Prov. Co.	10,285	10,903	9,110
Roberts & Oake	4,495	5,064	7,027
Miller & Hart	4,271	4,361	4,000
Independent Pkg. Co.	2,807	4,383	3,794
Brennan Pkg. Co.	5,352	6,575	6,067
Agar Pkg. Co.	3,490	3,643	3,006
Total	59,692	85,684	85,000

## CHICAGO RETAIL MEATS

### Beef.

	Week ended Apr. 21.	Cor. wk.	1927.
No.	No.	No.	No.
1.	2.	3.	1.
2.	3.	4.	2.
3.	4.	5.	3.
4.	5.	6.	4.
5.	6.	7.	5.
6.	7.	8.	6.
7.	8.	9.	7.
8.	9.	10.	8.
9.	10.	11.	9.
10.	11.	12.	10.
11.	12.	13.	11.
12.	13.	14.	12.
13.	14.	15.	13.
14.	15.	16.	14.
15.	16.	17.	15.
16.	17.	18.	16.
17.	18.	19.	17.
18.	19.	20.	18.
19.	20.	21.	19.
20.	21.	22.	20.
21.	22.	23.	21.
22.	23.	24.	22.
23.	24.	25.	23.
24.	25.	26.	24.
25.	26.	27.	25.
26.	27.	28.	26.
27.	28.	29.	27.
28.	29.	30.	28.
29.	30.	31.	29.
30.	31.	32.	30.
31.	32.	33.	31.
32.	33.	34.	32.
33.	34.	35.	33.
34.	35.	36.	34.
35.	36.	37.	35.
36.	37.	38.	36.
37.	38.	39.	37.
38.	39.	40.	38.
39.	40.	41.	39.
40.	41.	42.	40.
41.	42.	43.	41.
42.	43.	44.	42.
43.	44.	45.	43.
44.	45.	46.	44.
45.	46.	47.	45.
46.	47.	48.	46.
47.	48.	49.	47.
48.	49.	50.	48.
49.	50.	51.	49.
50.	51.	52.	50.

### Lamb.

	Good.	Comm.	Good.	Comm.
Hindquarters	40	30	45	35
Legs	40	30	45	35
Stews	25	15	20	15
Chops, shoulder	25	20	25	20
Chops, rib and loin	60	25	55	25

### Mutton.



## CHICAGO MARKET PRICES

## WHOLESALE FRESH MEATS.

## Carcass Beef.

Week ending May 9, 1928.	Cor. week. 1927.
Prime native steers.....21	@22
Good native steers.....19	@21
Medium steers.....18	@19
Helfers, good.....18	@22
Cows.....15	@18
Bind quarters, choice.....20	@25
Fore quarters, choice.....17	@18

## Beef Cuts.

Steer Loins, No. 1.....	@42
Steer Loins, No. 2.....	@36
Steer Short Loins, No. 1.....	@55
Steer Short Loins, No. 2.....	@43
Steer Loin Ends (hips).....	@30
Steer Loin Ends, No. 2.....	@29
Cow Loins.....	@28
Cow Short Loins.....	@20
Cow Loin Ends (hips).....	@27
Steer Ribs, No. 1.....	@27
Steer Ribs, No. 2.....	@21
Cow Ribs, No. 1.....	@16
Cow Ribs, No. 2.....	@11 1/2
Steer Rounds, No. 1.....	@21 1/2
Steer Rounds, No. 2.....	@17
Steer Chucks, No. 1.....	@15 1/2
Steer Chucks, No. 2.....	@10 1/2
Cow Rounds.....	@19
Cow Chucks.....	@15
Steer Plates.....	@15
Medium Plates.....	@12
Briskets, No. 1.....	@17
Briskets, No. 2.....	@12
Steer Navel Ends.....	@12
Cow Navel Ends.....	@11
Fore Shanks.....	@11 1/2
Hind Shanks.....	@9
Rolls.....	@10
Strip Loins, No. 1, bmls.....	@60
Strip Loins, No. 2.....	@55
Sirloin Butts, No. 1.....	@35
Sirloin Butts, No. 2.....	@32
Beef Tenderloins, No. 1.....	@80
Beef Tenderloins, No. 2.....	@75
Rump Butts.....	@20
Pork Steaks.....	@25
Shoulder Clods.....	@18
Hanging Tenderloins.....	@18

## Beef Products.

Brains (per lb.).....	@10
Hearts.....	@12
Tongues.....	@34
Sweetbreads.....	@40
Ox-Tail, per lb.....	@13
Flex Tripe, plain.....	@7 1/2
Fresh Tripe, H. C.....	@21
Kidneys, per lb.....	@13

## Veal.

Choice Carcass.....	@20
Good Carcass.....	@15
Good Saddle.....	@22
Backs.....	@16
Medium Backs.....	@11

## Veal Products.

Brains, each.....	@12
Sweetbreads.....	@80
Calf Livers.....	@60

## Lamb.

Choice Lambs.....	@31
Medium Lambs.....	@30
Choice Saddle.....	@34
Medium Saddle.....	@32
Choice Fore.....	@26
Medium Fore.....	@25
Lamb Fries, per lb.....	@33
Lamb Tongues, each.....	@15
Lamb Kidneys, per lb.....	@30

## Mutton.

Heavy Sheep.....	@16
Light Sheep.....	@18
Heavy Saddle.....	@22
Light Saddle.....	@22
Heavy Fore.....	@14
Light Fore.....	@16
Mutton Legs.....	@23
Mutton Loins.....	@20
Mutton Stew.....	@14
Sheep Tongues, each.....	@15
Sheep Heads, each.....	@10

## Fresh Pork, Etc.

Pork Loins, 8@10 lbs. av.....	@25
Casas.....	@12
Skinned Shoulder.....	@17
Tenderloins.....	@55
Spare Ribs.....	@13
Leaf Lard.....	@13
Bacon Fat.....	@12
Pork Butts.....	@19
Hocks.....	@10
Tails.....	@12
Neck Bones.....	5 @ 5
Slip Bones.....	@10
Blade Bones.....	@12
Pig Feet.....	4 1/2 @ 5
Kidneys, per lb.....	@7
Livers.....	7 @ 8
Brains.....	@14
Bars.....	@15
Scouts.....	@7
Heads.....	@8

## DOMESTIC SAUSAGE.

Fancy pork sausage, in 1-lb. carton.....	@27
Country style sausage, fresh in link.....	@22
Country style sausage, fresh in bulk.....	@18
Country style sausage, smoked.....	@24
Mixed sausage, fresh.....	@18
Frankfurts in sheep casings.....	@23
Frankfurts in hog casings.....	@22
Bologna in beef bungs, choice.....	@18
Bologna in cloth, paraffined, choice.....	@16
Bologna in beef middles, choice.....	@18
Liver sausage in hog bungs.....	@25
Liver sausage in beef rounds.....	@15
Head Cheese.....	@16
New England luncheon specialty.....	@25
Mixed luncheon specialty.....	@19
Tongue sausage.....	@24
Blood sausage.....	@17
Polish sausage.....	@18
Souse.....	@15

## DRY SAUSAGE.

Cervelat, choice, in hog bungs.....	@50
Thuringer Cervelat.....	@25
Farmer.....	@29
Holsteiner.....	@27
B. C. Salami, choice.....	@47
Milano Salami, choice, in hog bungs.....	@48
B. C. Salami, new condition.....	@24
Frisses, choice, in hog middles.....	@54
Genoa style Salami.....	@37
Pepperoni.....	@25
Mortadella, new condition.....	@49
Capicola.....	@38
Italian style hams.....	@53
Virginia hams.....	@53

## SAUSAGE IN OIL.

Bologna style sausage in beef rounds—	
Small tins, 2 to crate.....	\$8.50
Large tins, 1 to crate.....	7.50
Frankfurt style sausage in sheep casings—	
Small tins, 2 to crate.....	8.00
Large tins, 1 to crate.....	9.00
Frankfurt style sausage in pork casings—	
Small tins, 2 to crate.....	7.50
Large tins, 1 to crate.....	8.50
Smoked link sausage in pork casings—	
Small tins, 2 to crate.....	7.00
Large tins, 1 to crate.....	8.00

## SAUSAGE MATERIALS.

Regular pork trimmings.....	9 @ 9 1/2
Special lean pork trimmings.....	@15 1/2
Extra lean pork trimmings.....	@17 1/2
Neck bone trimmings.....	@14
Pork cheek meat.....	13 1/2 @ 14
Pork hearts.....	@9
Native boneless bull meat (heavy).....	16 1/2 @ 17
Boneless chucks.....	@15 1/2
Shank meat.....	@14 1/2
Beef trimmings.....	@13 1/2
Beef hearts.....	@8 1/2
Beef cheeks (trimmed).....	@11 1/2
Dressed canners, 300 lbs. and up.....	@11 1/2
Dressed canners, 350 lbs. and up.....	@12
Dr. bologna bulls, 500@700 lbs.....	@13 1/2
Beef tripe.....	4 @ 5
Cured pork tongues (can. trim.).....	@14 1/2

(These are prices to wholesalers, on material packed in new slack barrels for shipment.)

## SAUSAGE CASINGS.

(F. O. B. CHICAGO)

Beef Casings:	
Domestic round, 180 pack.....	@35
Domestic round, 140 pack.....	@42
Wide export rounds.....	@50
Medium export rounds.....	@45
Narrow export rounds.....	@52
No. 1 weansads.....	14 @ 15
No. 2 weansads.....	7 @ 7
No. 1 domestic bungs.....	25 @ 28
No. 2 bungs.....	15 @ 18
Regular middles.....	@1.20
Selected wide middles.....	@2.50
Dried bladders:	
12/15.....	@2.50
10/12.....	@2.00
8/10.....	@1.50
6/8.....	1.15 @ 1.25

Hog Casings:	
Narrow, per 100 yds.....	@3.25
Narrow, med., per 100 yds.....	2.50 @ 2.65
Medium, per 100 yds.....	1.50 @ 1.75
Wide, per 100 yds.....	@1.00
Export bungs.....	@.33
Large prime bungs.....	@.24
Medium prime bungs.....	@.18
Small prime bungs.....	.9 @ .10
Middles.....	@.18
Stomachs.....	.06 @ .08

Quotations for large lots. Smaller quantities at usual advance.

VINEGAR PICKLED PRODUCTS.	
Regular tripe, 200-lb. bbl.....	\$14.00
Honeycomb tripe, 200-lb. bbl.....	16.00
Pocket honeycomb tripe, 200-lb. bbl.....	18.00
Pork feet, 200-lb. bbl.....	17.50
Pork tongues, 200-lb. bbl.....	68.00
Lamb tongues, long cut, 200-lb. bbl.....	51.00
Lamb tongues, short cut, 200-lb. bbl.....	42.00

## BARBELED PORK AND BEEF.

Mess pork, regular.....	28.00
Family back pork, 20 to 34 pieces.....	27.00
Family back pork, 35 to 45 pieces.....	30.00
Clear back pork, 40 to 50 pieces.....	26.00
Clear plate pork, 25 to 35 pieces.....	21.50
Brisket pork.....	22.00
Bean pork.....	29.00
Plate beef.....	21.00
Extra plate beef, 200 lb. bbls.....	30.00

## COOPERAGE.

Ash pork barrels, black iron hoops.....	\$1.55 @ 1.57 1/2
Oak pork barrels, black iron hoops.....	1.80 @ 1.85
Ash pork barrels, galv. iron hoops.....	1.75 @ 1.77 1/2
White oak ham tierces.....	2.22 1/2 @ 2.32 1/2
Red oak ham tierces.....	2.22 1/2 @ 2.25
White oak lard tierces.....	2.42 1/2 @ 2.45

## OLEOMARGARINE.

Highest grade natural color animal fat margarine in 1 lb. cartons, rolls or prints, f.o.b. Chicago.....	@23
White animal fat margarine in 1 lb. cartons, rolls or prints, f.o.b. Chicago.....	@20 1/2
Nut, 1 lb. cartons, f.o.b. Chicago.....	@17
(30 and 60 lb. solid packed tubs, 1c per lb. less.)	
Pastry, 60-lb. tubs, f.o.b. Chicago.....	@15

## DRY SALT MEATS.

Extra short clears.....	@12 1/2
Extra short ribs.....	@12 1/2
Short clear middles, 60-lb. avg.....	12 1/2
Clear bellies, 18@20 lbs.....	@14 1/2
Clear bellies, 14@16 lbs.....	@14 1/2
Rib bellies, 20@25 lbs.....	@13 1/2
Rib bellies, 25@30 lbs.....	@13 1/2
Fat backs, 10@12 lbs.....	@10
Fat backs, 14@16 lbs.....	@11 1/2
Regular plates.....	@10
Butts.....	@8 1/2

## WHOLESALE SMOKED MEATS.

Fancy reg. hams, 14@16 lbs.....	@21 1/2
Fancy skd. hams, 14@16 lbs.....	@23 1/2
Standard reg. hams, 14@16 lbs.....	@20 1/2
Standard skd. hams, 12@16 lbs.....	@22
Picnics, 4@8 lbs.....	@18 1/2
Fancy bacon, 6@8 lbs.....	@25
Standard bacon, 6@8 lbs.....	@25
Fancy bacon strips, 6@7 lbs.....	@24
Cooked hams, choice, skin on, fattened.....	@30
Cooked hams, choice, skinned, fattened.....	@31
Cooked hams, choice, skinned, fattened.....	@34
Cooked picnics, skin on, fattened.....	@23
Cooked picnics, skinned, fattened.....	@23
Cooked loin roll, smoked.....	@40

## ANIMAL OILS.

Prime lard oil.....	@15 1/2
Extra winter strained.....	@12 1/2
Extra lard oil.....	@11 1/2
Extra No. 1 lard.....	@11 1/2
No. 1 lard oil.....	@11
No. 2 lard oil.....	@10 1/2
Acidless tallow oil.....	@10 1/2
Pure neatfoot oil.....	@15
Extra neatfoot oil.....	@11 1/2
No. 1 neatfoot oil.....	@11 1/2
20 deg. CT neatfoot oil.....	@17 1/2

## LARD (Unrefined).

Prime steam, cash tierces.....	@11.85
Prime steam, loose.....	@11.05
Leaf, raw.....	@10.87
Neutral lard.....	@13.50

## LARD (Refined).

Pure lard, kettle rendered, per lb.....	12.00 @ 12.25
Pure lard, tierces.....	@12.25
Compound.....	@12.50

## OLEO OIL AND STEARINE.

Oleo oil, extra, in tierces.....	@14 1/2
Oleo stocks.....	12 1/2 @ 12 1/2
Prime No. 1 oleo oil.....	12 1/2 @ 12 1/2
Prime No. 2 oleo oil.....	11 1/2 @ 12
No. 3 oleo oil.....	9 1/2 @ 10
Prime oleo stearine, edible.....	11 @ 11 1/2

## TALLOWES AND GREASES.

Edible tallow, under 1% acid, 45 tire.....	9 1/2 @ 9 1/2
Prime packers tallow.....	8 1/2 @ 8 1/2
No. 1 tallow, 10% f.f.a.....	8 1/2 @ 8 1/2
No. 2 tallow, 40% f.f.a.....	7 @ 7 1/2
B-White grease, max. 5% acid.....	8 @ 8 1/2
Yellow grease, 10@15 f.f.a.....	7 1/2 @ 7 1/2
Brown grease, 40% f.f.a.....	7 @ 7 1/2

## VEGETABLE OILS.

Crude cottonseed oil in tanks, f.o.b. Valley points, nom., prompt.....	@ 9 1/2
White, deodorized in bbls., c.a.f. Chgo. 10%.....	@ 11
Yellow, deodorized in bbls.....	10 1/2 @ 11
Soap stock, 50% f.f.a., f.o.b.....	@ 3
Corn oil, in tanks, f.o.b. mills.....	9 1/2 @ 9 1/2
Soya bean, seller's tank, f.o.b. coast.....	9 1/2 @ 9 1/2
Cocunut oil seller's tanks, f.o.b. coast.....	8 1/2 @ 8 1/2
Refined in bbls., c.a.f., Chicago, nom.....	10 1/2 @ 10 1/2

## FERTILIZERS.

Blood, unground and ground.....	\$ 4.75 @ 5.00
Hooftmeal.....	@3.50
Ground fertilizer, tankage, 10%.....	5.25 @ 5.50
Ground fertilizer, tankage, 6 to 9%.....	5.00 @ 5.25
Ground raw bone, per ton.....	30.00 @ 32.00
Ground steam bone, per ton.....	28.00 @ 30.00
Unground steam bone, per ton.....	28.00 @ 28.00
Unground bone tankage, per ton.....	23.00 @ 25.00

## HORNS, HOOFS AND BONES.

No. 1 horns, 75 lb. average per ton.....	\$185.00 @ 200.00
No. 2 horns, 40 lb. average, per ton.....	125.00 @ 135.00
No. 3 horns.....	70.00 @ 80.00
Horns, black and striped.....	35.00 @ 45.00
Horns, white.....	75.00 @ 80.00
Round shin bones, heavies.....	55.00 @ 60.00
Round shin bones, lights and med.....	55.00 @ 65.00
Heavy flats.....	55.00 @ 65.00
Light flats.....	47.50 @ 55.00
Thigh bones, light and med.....	90.00 @ 100.00
Thigh bones, heavies.....	85.00 @ 90.00
Buttock bones.....	50.00 @ 55.00

# Retail Section

## Changing Methods to Meet Changing Merchandising Conditions

Many a retail store that enjoyed prosperity a few years ago is making but a meager success today.

Quite often the reason may be traced to changing conditions, and the inability or the neglect of the proprietor to sense the change and revamp stocks and merchandising methods to meet the new conditions.

For buying habits have changed. People today are demanding better meats and more exacting service. They are buying more frequently and in smaller quantities, and they prefer products known to them.

The meat merchant who is not willing to meet the more exacting demands of housewives must be satisfied with the less exacting and more easily satisfied trade.

### Store Keeps Up to Date.

Keeping up with the trend of the times is largely a matter of making the effort. The retailer who desires to do so can determine what his trade wants in the matters of meats and service.

How one meat market in Great-New York has survived and prospered despite radical changes in the character of the neighborhood it serves is told in the following article.

Originally the business catered to the sailing ships that came to the harbor, and later to an exclusive residence district. Now it serves apartment dwellers who, for the most part, are out of the city for the four summer months.

Meat retailers who are faced with changing conditions should find considerable inspiration and encouragement in this article, and some facts of value to aid them meet these problems.

### Service Holds Customers

By T. H. Ormsbee.

A retail butcher business fifty-five years young, still going strong, and replete with evidences that ways have been devised to meet the changing modes of trade, is of itself interesting.

And add to this the fact that the

active head of the business is a woman, the daughter of the founder.

Such is the case with the butcher store at 145 Atlantic Ave., Brooklyn, N. Y., which carries on its plate-glass window the legend: "E. G. Cook, Choice Meats."

For more than 48 years this market has been serving its patrons from approximately the same location—that is, the same side of the same block. Here, where until five years ago her father, E. G. Cook, carried on his business, Miss Emma J. Cook is now proving that a woman can take a man's place, and add that something which for want of a better term we call the "feminine touch."

Cook's Market is typical of the best type of quality butcher shop with a high grade family trade. From the front door to ice box in the rear everything is as neat as wax, and attractive into the bargain.

Perhaps it is the combination of white enameled walls and fixtures and the grass green Windsor chairs that does the trick, but we think it is Miss Cook herself. Enter and you will find her wearing a spotless white apron and busy at her desk by the front door.

### Orders Come by Telephone.

"Yes, I've been in business for twenty-five years, and now that my father has retired I run the shop," explained Miss Cook, as soon as she had finished taking a telephone order that ended



SHE IS A MEAT MERCHANT.

Miss Emma J. Cook, who operates the E. G. Cook retail meat market, Brooklyn, N. Y. The business was founded in 1873 by her father.

with her saying, "I am glad you liked the turkey I sent you Saturday. I thought you would. It was just the kind and size you like, Mrs. Blank."

Incidentally telephone orders are a feature of Cook's market. Twelve in twenty minutes of a Monday morning, with only one customer coming in to give her order, was what was observed during a brief visit to the place.

"My father came from Stratford-on-Avon, where you remember William Shakespeare's father was in our line of business. There father learned the trade under a master butcher named Whitehead. The slaughter house was in the yard of Shakespeare Hotel, and father picked up many an odd shilling selling sprigs from the ivy that grew over the slaughter house to the American tourists then just beginning to make pilgrimages to Stratford.

### Quality Meats the Only Kind.

"By 1873 he had come to the United States and opened his own market here in Brooklyn. At first he specialized in meats for the sailing ships that used to crowd New York Harbor, but sailing ships were passing.

"In 1880 he moved his market to this block of Atlantic Ave. and changed his customers from sea captains to the old families that had their mansions here on Brooklyn Heights. This trade wanted only the best quality of meat, and that has been our policy ever since. One quality, and that the best, is our stock in trade.

"Of course we still have a good many of our old customers. Our oldest is a Mrs. Wing, who has been with us since 1886.

"But the business has changed a great deal since my father opened this market. Many of the old families have died out or moved away, and their mansions have been replaced by big apartment houses.

### Keeping Up the Trade.

"I have to keep thinking of new things to do. We now carry fish on Fridays. Two years ago I added a line of jams, jellies, pickles and high grade canned vegetables. These are the sort the chain stores do not carry and they make a nice side line.

"But first of all I make a great effort to please my customers. If I can once get to know them I can learn the little things that will help me. But I have a good number of customers whom I have served for years and whom I have never seen. All their orders come in by telephone. I know their voices but not their faces. That makes it hard, but still pleasing such cus-

tomers can be done if you put your mind to it.

"As I said, Brooklyn Heights is changing rapidly and I am always on the outlook for new customers. The kind I like best are those who come to me upon the recommendation of some other customer. We get quite a few this way, and my two assistants and I have little ways of our own for drumming up new trade.

#### No Tips to Draw Trade.

"No, I am not telling what these are, but this I will say, I never 'grease' or fee a janitor to get new business. If quality of meat and good service won't get new customers, that is too bad. But certainly bribing apartment house janitors will not do any lasting good.

"In another way our market is peculiar. We have to do practically all of our business in eight and a half months. During the rest of the year our customers are in the country, and we might almost as well close up and go away ourselves. But we don't.

"Instead we stay right here, and my two meat cutters give the store a fresh coat of paint from beginning to end. That helps make the place look nice, which is essential when prime meats and the best service possible is all you have to sell."

#### NEWS OF THE RETAILERS.

The Fourth Street Market, 11 South Fourth St., Walla Walla, Wash., which has been closed for some time, will be reopened by A. Meuter.

Harry L. Mohr has taken over the Jones' Cash Market at 1410 Adams Ave., La Grande, Ore.

The Piggly Wiggly market, Port Angeles, Wash., has added a meat department.

A retail meat department has been installed in the Rockford store of the Great Atlantic & Pacific Tea Co., 405 West State St., Rockford, Ill.

A meat department has been installed in the grocery store of Wall & Rawlings, Nampa, Ida.

The Valley Market has been opened at 113 Main St., Porterville, Calif., by J. S. Lee and others.

Howard Chapman has succeeded to the meat business of L. H. Bowen at 55 Highway St., Battle Creek, Mich.

The Dunn Mercantile Co., Wichita, Kan., has opened its twenty-second meat and grocery store at Kellogg and Hydraulic Sts.

Hinton and Fleming have purchased the meat market of E. J. Buechel, 1020 Maple St., Wichita, Kan.

Himebaugh & Son have purchased the meat and grocery business at 2203 West Douglas St., Wichita, Kan., from the Maddox Grocery.

Frye & Co. have purchased the meat business of H. C. Erickson at 1434 East Madison St., Seattle, Wash.

Chester L. Mayer has engaged in the meat business at 1383 Sandy Blvd., Portland, Ore., as the Roseway Market.

Felix Pliska has engaged in the re-



#### A MARKET THAT PAYS OUT ON QUALITY.

The store specializes in high-grade meats, and does most of its business over the telephone. For the three and one-half months of the summer most of the store's customers are away, and little business is done in that season. But a strict rule of "Quality and Service" shows a profit for the year.

tail meat business on Main St., Stevens Point, Wis.

Scherrer's Meat Market, 603 Staples St., Corpus Christi, Tex., has been purchased and is being operated by the management of the Trimble Market.

The Chicago Union Market, 229 W. Madison St., Chicago, Ill., has been incorporated with a capital stock of \$2,000.

The grocery and meat market of W. M. Edwards, Oklahoma City, Okla., was damaged severely by fire recently.

D. S. Malkovich has opened a retail meat market and grocery store at 206 Riverside Ave., Rosseville, Calif.

Purl Hurd has purchased an interest in the meat market operated by R. E. Mills in Pontiac, Mich. The business is now known as the Mills and Hurd Market.

Lawrence Kortendick, Waterford, Wis., is building an addition to his meat market and grocery store.

John E. Erbacher has opened a new meat market on North Front St., Conway, Ark.

A retail meat department has been added to the Model Grocery, Carrollton, Mo.

McHenry's Quality Market is the name of a new meat market opened on Green St., McHenry, Ill., by L. A. Eisenmenger.

H. A. Swanson has opened a meat market in connection with his grocery store at 16 Racine St., Janesville, Wis.

The Bennett & Gall Co., has been organized with a capital of \$2,000 to conduct a retail meat and grocery store in Monmouth, Ill.

The National Provision Co., will open a retail meat market at 2013 Main St., Catasauqua, Pa., it is announced.

James Cassin has purchased the meat and grocery stock of the People's Market, 2718 Thirteenth St., Columbus, Neb., from Harry Kaplan.

Cal Claus has sold the Claus Meat Market, Macon, Mo., to the Self-Service Co., Hannibal, Mo.

#### Tell This to Your Customers

Under this heading will appear information which should be of value to meat retailers in educating their customers and building up trade. Cut it out and use it.

#### BAKED HAM BUTT.

A ham butt boiled or baked with apples is delicious served either hot or cold. Ham is now low in price and a few unusual good receipts for cooking it will boost your ham sales. Here is one that is justly popular and that many of your customers will appreciate knowing about:

Plunge a ham butt into boiling water and boil vigorously for five minutes. Reduce the heat and simmer for two hours, after which remove the rind.

Place the butt fat side up in a baking dish and sprinkle with brown sugar with which has been mixed an equal amount of bread crumbs. Dot over with cloves. Place apples, cored and filled with brown sugar, around the butt. Bake in a moderate oven (350 degs. F.) for thirty minutes.

#### MEAT PUT UP LIKE CANDY.

Amber, tango, green, violet and red are some of the colors being used in the packaging of a well-known brand of salami. This colorful wrapper, which is of cellophane, is used over a covering of tin foil. White tape with a tiny red and blue edge binds the roll of meat and forms a loop at the top by which the unit can be hung about the shop for display. The label bearing the name of the manufacturer in contrasting colors appears on the article.



# New York Section

## NEW YORK NEWS NOTES.

F. Edson White, president, and Philip D. Reed, treasurer, Armour and Company, were visitors to the city.

H. C. Carlson, assistant general superintendent of Armour and Company, Chicago, Ill., was a visitor to the city this week.

The visitors to Wilson & Co.'s New York office this week were President Thomas E. Wilson, Judge J. J. Cooney of the legal department, F. D. Pexton, construction department, Chicago and Col. W. R. Grove of Philadelphia.

The meeting of the National Sausage Casing Dealers' Association, on April 25, proved more than interesting. This was due in no small measure to the visit of Dr. John R. Mohler, chief of the U. S. Bureau of Animal Industry, who spoke specifically on B. A. I. Orders No. 305 and 1501. He gave a very interesting talk on the reasons for the orders and the necessity for their be-

ing strictly enforced. The members of the association were very much pleased with the talk. The next meeting of the association will be held on May 23.

## AMONG RETAIL MEAT DEALERS.

Mr. and Mrs. Reimers, the mother and father of Mrs. Oscar Schaefer, celebrated the 53rd anniversary of their wedding on May 9.

Hortense Werden, the daughter of Mr. and Mrs. I. Werden, both taking an active interest in the activities of the retail meat dealers associations, celebrated a birthday on May 5.

Ethel Hembdt, the second daughter of Mr. and Mrs. Charles Hembdt, had a birthday on May 5, the celebration of which started on midnight Friday and lasted until the following Sunday.

The sympathy of the trade is being extended to Gustav Lowenthal, past president of the Washington Heights Branch, New York State Association

of Retail Meat Dealers, whose sister passed on last week.

At the meeting of the Eastern District Branch of the Retail Meat Dealers on Tuesday evening of this week, the matter of handling groceries was the most important topic. A report on the condition of Al Haas, who has been seriously ill, gave the members much encouragement, as it was said he was improving.

Herman Silbermann, Montreal, Canada, returned to the States last week from abroad where he spent some time in France and Germany. Mr. Silbermann states that the meat markets in Cologne, Hamburg, Belgium and France are conducted in a most modern up-to-date manner. In many of the shops there are from ten to twenty computing scales, each clerk having his own section. Also, in most of these sections is an electric meat saw which is placed on the counter. This machine cuts pork loins, lamb chops, veal chops and steaks as well.

## NEW YORK MEAT SUPPLIES.

Receipts of western dressed meats and local slaughters under federal inspection at New York City, N. Y., are officially reported for the week ending May 5, 1928, with comparisons, as follows:

	Week ending May 5.	Prev. week.	Cur. week.
Western drsd. meats:	7,041	6,067	1,027
Steers, carcasses..	443	523½	8,005
Cows, carcasses ..	120	122	111
Bulls, carcasses ..	11,124	11,824	12,680
Lambs, carcasses..	18,151	20,605	17,337
Mutton, carcasses..	3,623	1,735	5,394
Beef cuts, lbs....	208,646	129,980	507,738
Pork cuts, lbs....	1,079,569	1,004,077	1,415,261
Local slaughters:			
Cattle .....	10,019	10,179	10,102
Calves .....	16,743	16,322	16,783
Hogs .....	48,840	57,336	48,037
Sheep .....	42,202	45,294	42,238

## BOSTON MEAT SUPPLIES.

Receipts of western dressed meats and slaughters under federal and city inspection for the week ended May 5, 1928, with comparisons are officially reported as follows:

	Week ending May 5.	Prev. week.	Cur. week.
Western dressed meats:	2,720	2,776	2,911
Steers, carcasses .....	1,436	1,541	2,224
Cows, carcasses .....	36	69	105
Bulls, carcasses .....	1,620	2,126	1,742
Lambs, carcasses .....	12,300	9,753	8,503
Mutton, carcasses .....	711	437	601
Pork, lbs. ....	357,190	297,362	438,682
Local slaughters:			
Cattle .....	1,366	1,517	1,906
Calves .....	2,768	2,936	3,269
Hogs .....	9,012	9,190	9,902
Sheep .....	3,588	3,203	4,239

## PHILADELPHIA MEAT SUPPLIES.

Receipts of western dressed meats and local slaughters under city and federal inspection at Philadelphia, Pa., for the week ended May 5, 1928, with comparisons, were as follows:

	Week ending May 5.	Prev. week.	Cur. week.
Western dressed meats:	2,026	2,194	2,960
Steers, carcasses .....	1,211	900	965
Cows, carcasses .....	344	382	453
Bulls, carcasses .....	2,327	2,518	2,479
Lambs, carcasses .....	8,458	9,315	9,373
Mutton, carcasses .....	1,540	993	1,738
Pork, lbs. ....	402,247	350,628	570,286
Local slaughters:			
Cattle .....	2,020	2,062	2,265
Calves .....	3,066	2,258	3,265
Hogs .....	18,537	19,212	22,174
Sheep .....	3,903	4,887	4,860

## WHOLESALE DRESSED MEAT PRICES.

Wholesale prices of Western dressed meats were quoted by the U. S. Bureau of Agricultural Economics at Chicago and three Eastern markets on May 10, 1928, as follows:

	CHICAGO.	BOSTON.	NEW YORK.	PHILA.
<b>Fresh Beef:</b>				
STEERS (Hvy. Wt., 700 lbs. up):				
Choice .....	\$19.50@21.00	\$20.50@21.00	\$21.00@22.00	\$22.00@23.00
Good .....	18.00@19.50	19.50@20.50	20.00@21.50	20.00@21.00
STEERS (Lt. & Med. Wt., 700 lbs. dn.):				
Choice .....	20.00@21.50	19.00@20.00	21.00@22.00	22.00@23.00
Good .....	18.00@20.00	19.00@20.00	20.00@21.50	20.00@21.00
STEERS (All Weights):				
Medium .....	17.50@19.00	19.00@19.50	17.50@19.50	17.00@19.00
Common .....	16.00@17.50	15.00@17.50	15.00@17.50	15.00@17.50
COWS:				
Good .....	16.50@17.50	18.00@19.00	17.50@18.50	18.00@18.50
Medium .....	15.00@16.50	17.00@18.00	16.00@17.50	16.50@17.50
Common .....	14.00@15.00	16.50@17.00	15.00@16.00	15.00@16.00
<b>Fresh Veal (1):</b>				
VEALERS:				
Choice .....	20.00@22.00	24.00@26.00	22.00@24.00	22.00@23.00
Good .....	18.00@20.00	20.00@23.00	20.00@23.00	19.00@21.00
Medium .....	16.00@18.00	17.00@20.00	17.00@21.00	15.00@18.00
Common .....	14.00@16.00	15.00@17.00	15.00@17.00	13.00@15.00
<b>Fresh Lamb and Mutton:</b>				
SPRING LAMB:				
Good-choice .....	32.00@35.00	31.00@34.00	33.00@36.00	32.00@34.00
Medium .....	31.00@33.00	30.00@32.00	31.00@33.00	30.00@32.00
Common .....	28.00@29.00	28.00@29.00	28.00@29.00	27.00@29.00
LAMB (30-42 lbs.):				
Choice .....	31.00@32.00	31.00@32.00	31.00@33.00	31.00@32.00
Good .....	30.00@31.00	30.00@31.00	31.00@32.00	30.00@31.00
LAMB (42-55 lbs.):				
Choice .....	29.00@31.00	30.00@31.00	31.00@32.00	30.00@31.00
Good .....	27.00@30.00	29.00@30.00	30.00@32.00	29.00@30.00
LAMB (All Weights):				
Medium .....	26.00@30.00	28.00@29.00	29.00@31.00	28.00@30.00
Common .....	25.00@29.00	27.00@28.00	28.00@30.00	27.00@28.00
MUTTON (Ewes):				
Good .....	17.00@19.00	18.00@20.00	14.00@17.00	16.00@18.00
Medium .....	15.00@17.00	17.00@18.00	13.00@15.00	14.00@16.00
Common .....	12.50@15.00	14.00@16.00	12.00@14.00	13.00@15.00
<b>Fresh Pork Cuts:</b>				
LOINS:				
8-10 lbs. av. ....	23.00@25.00	20.00@22.00	20.00@23.00	18.00@22.00
10-12 lbs. av. ....	22.00@24.00	19.00@21.00	19.00@22.00	18.00@22.00
12-15 lbs. av. ....	20.00@22.00	17.00@19.00	17.00@21.00	17.00@20.00
15-18 lbs. av. ....	18.00@20.00	16.00@17.00	16.00@19.00	16.00@18.00
18-22 lbs. av. ....	16.00@18.00	15.00@16.00	15.00@17.00	15.00@17.00
SHOULDER:				
N. Y. Style—Skinned .....	13.00@15.00	14.00@17.00	12.00@15.00	12.00@15.00
PICNICS:				
4-6 lbs. av. ....	15.50@16.50	14.50@15.50	17.00@19.00	17.00@19.00
6-8 lbs. av. ....	14.50@15.50	13.00@15.00	12.00@14.00	12.00@14.00
BUTTS: Boston Style .....	17.00@19.00	16.00@18.00	15.00@17.00	14.00@16.00
SPARE RIBS: Half Sheets .....	11.00@13.00	10.00@12.00	9.00@11.00	8.00@10.00
TRIMMINGS:				
Regular .....	10.50@11.50	9.50@10.50	8.50@9.50	7.50@8.50
Lean .....	16.00@17.00	15.00@16.00	14.00@15.00	13.00@14.00

(1) Includes "skin on" at New York and Chicago. (2) Includes sides at Boston and Philadelphia.

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**BOHACK SPLITS STOCK.**  
A special meeting of the stockholders of H. C. Bohack Co., Inc., was held at the main office of the corporation, 1977 Metropolitan Ave., Brooklyn, N. Y., last Saturday morning. The purpose of the meeting was to authorize an increase in the number of shares which the corporation may issue from 50,000, the number previously authorized, to 531,000 and to provide that all of the new shares shall be without par value.  
The plan also provides to change 18,500 of its shares previously authorized and having a par value of \$100 each of common stock, now issued and outstanding, into 74,000 shares of common stock without par value.  
The 531,000 shares which the company will henceforth have shall be classified so that of all its shares having a par value, 30,000 shall be first preferred. These shall consist of the first preferred now outstanding and be as heretofore and 1,500 shares shall be second preferred. These latter shall consist of the second preferred stock now outstanding. All of its 500,000 shares without par value shall be common stock without voting power.

**NEW TEMPERATURE REGULATOR.**  
A new temperature control regulator, designed to meet the need for a self-contained, automatic, simple device of high sensitiveness and low cost, has been placed on the market recently by

the American Schaeffer & Budenberg Corporation, Brooklyn, N. Y.  
By combining a very flexible bellows of new design with an operating spring of unusually large diameter and great length, a mechanism has been secured which holds temperatures within very close limits. Under favorable conditions regulation can be secured within 1 deg. F. consistently without manual attention.  
The instrument is being made in a number of standard temperature ranges and can be set as desired. The setting point may be adjusted by turning a nut which varies the tension of the valve spring and thus determines the pressure required to expand the bellows. A scale enables a given adjustment to be repeated accurately after it has been changed.  
A feature of the mechanism is the safety device to guard against damage to the bellows from over pressure caused by accidental over heating. This is in the form of a spring which is placed between the upper and lower parts of the valve stem. If the pressure in the bellows increases after it has completed its stroke and the valve is seated, this spring is compressed allowing further expansion. The greatest pressure that may be generated in the system will not damage it, it is claimed.  
The controller is particularly suited for hot water service tanks, water heaters, retorts, cookers or kettles or wherever a simple controller is required for very close regulation.

# GONG BRAND CORNED BEEF

12/6's and 24/1's  
Packed in the Argentine  
Lean, Firmly Compressed

# GONG BRAND

Has Quality and Flavor  
Unequaled  
Write us for prices  
**ARGENTINE BEEF CO.**  
Union Stock Yards  
Chicago, Illinois

**BUTTER AT FOUR MARKETS.**

Wholesale prices of 92 score butter at Chicago, New York, Boston and Philadelphia, week ended May 3, 1928:

	April	27	28	30	May 1	2	3
Chicago	44 1/2	44 1/2	43 1/2	43 1/2	44	43 1/2	43 1/2
New York	45	45	45	44 1/2	44 1/2	44 1/2	44 1/2
Boston	46	46	45 1/2	45 1/2	45 1/2	45 1/2	45 1/2
Philadelphia	46	46	46	45 1/2	45 1/2	45 1/2	45 1/2

Wholesale prices of carlots—fresh centralized butter—90 score at Chicago:

	44	44	43 1/2	43 1/2	43 1/2
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**Receipts of butter by cities (tubs):**

	This week.	Last week.	Last year.	—Since Jan. 1— 1928.	1927.
Chicago	35,432	37,005	46,500	956,900	999,050
N. Y.	50,559	50,311	63,392	1,989,412	1,107,300
Boston	21,262	17,569	23,444	360,300	346,893
Phila.	18,247	16,475	19,254	361,538	350,172
	125,500	121,360	152,590	2,768,150	2,773,385

**Cold storage movement (lbs.):**

	In May 3.	Out May 3.	On hand May 4.	Same week-day last year.
Chicago	11,640	3,988	357,849	508,772
New York	39,432	65,940	726,966	616,019
Boston	12,263	229,043	46,188	46,188
Phila.	4,340	2,400	233,946	129,229
	55,412	83,092	1,547,804	1,298,208

**MEAT IMPORTS AT NEW YORK.**

Imports of meats and meat products received at the port of New York for the week ending May 5, 1928:

Point of origin.	Commodity.	Amount.
Canada	Quarters of beef	378
Canada	Calf carcasses	1,526
Canada	Pork cuts	5,460 lbs.
Canada	Calf livers	2,280 lbs.
Spain	Hams	550 lbs.
Italy	Bacon	203 lbs.
Italy	Sausage	10 lbs.
Ireland	Smoked pork	511 lbs.
Czecho-Slovakia	Cooked hams	3,206 lbs.
		2,700 lbs.

# NEW YORK MARKET PRICES

## LIVE CATTLE.

Steers, good	\$12.25@14.00
Cows, medium	7.50@9.25
Bulls, light to medium	9.00@9.50

## LIVE CALVES.

Calves, veals, good and ch.	\$14.50@16.00
Calves, com. to med.	11.50@12.25

## LIVE SHEEP AND LAMBS.

Lambs, spring, good to choice	@20.50
Lambs, mixed	13.00@17.00

## LIVE HOGS.

Hogs, 160-210 lbs.	10% @11 1/4
Hogs, medium	10 @10 1/2
Hogs, 120 lbs.	10 @10 1/2
Roughs	7 @8
Good Roughs	9 @9 1/2

## DRESSED HOGS.

Hogs, heavy	@14%
Hogs, 180 lbs.	@15
Hogs, 160 lbs.	@15
Pigs, 80 lbs.	@15
Pigs, 80-140 lbs.	15 1/2 @15 1/2

## DRESSED BEEF.

### CITY DRESSED.

Choice, native heavy	23 @24
Choice, native light	23 @24
Native, common to fair	21 @22

### WESTERN DRESSED BEEF.

Native steers, 600@800 lbs.	@23
Native choice yearlings, 400@600 lbs.	19 @22
Western steers, 600@800 lbs.	18 @19
Good to choice heifers	@19
Good to choice cows	18 @19
Common to fair cows	15 @18
Fresh bologna bulls	14 1/2 @15

## BEEF CUTS.

	Western.	City.
No. 1 ribs	24 @25	28 @34
No. 2 ribs	21 @23	24 @27
No. 3 ribs	18 @20	20 @23
No. 1 loins	29 @32	36 @40
No. 2 loins	28 @29	32 @35
No. 3 loins	22 @24	26 @31
No. 1 hinds and ribs	25 @28	25 @29
No. 2 hinds and ribs	22 @24	23 @24
No. 3 hinds and ribs	20 @21	21 @22
No. 1 rounds	19 @20	21 @22
No. 2 rounds	18 @19	19 @20
No. 3 rounds	17 @17	17 @18
No. 1 chucks	18 @19	18 @20
No. 2 chucks	16 @18	16 @17
No. 3 chucks	13 @15	15 @16
Bolognas	@6	15 @16
Rolls, reg., 4@8 lbs. avg.	22 @23	22 @23
Rolls, reg., 4@6 lbs. avg.	17 @18	17 @18
Tenderloins, 4@6 lbs. avg.	60 @70	60 @70
Tenderloins, 5@8 lbs. avg.	80 @90	80 @90
Shoulder clods	10 @11	

## DRESSED CALVES.

Prime	26 @28
Choice	18 @22
Good	19 @20
Medium	18 @19

## DRESSED SHEEP AND LAMBS.

Lambs, choice spring	34 @37
Lambs, good	33 @35
Sheep, good	18 @22
Sheep, medium	17 @18
Sheep, common	13 @15

## SMOKED MEATS.

Hams, 8@10 lbs. avg.	21 @22
Hams, 10@12 lbs. avg.	20 @21
Hams, 12@14 lbs. avg.	19 1/2 @20
Picnics, 4@6 lbs. avg.	14 @15
Picnics, 6@8 lbs. avg.	13 @14
Rollettes, 6@8 lbs. avg.	14 @15
Beef tongue, light	28 @32
Beef tongue, heavy	32 @34
Bacon, boneless, Western	22 @23
Bacon, boneless, city	18 @19
Pickled bellies, 8@10 lbs. avg.	14 @15

## FANCY MEATS.

Fresh steer tongues, untrimmed	28c a pound
Fresh steer tongues, l. c. trm'd	35c a pound
Sweetbreads, beef	70c a pound
Sweetbreads, veal	\$1.00 a pair
Beef kidneys	15c a pound
Mutton kidneys	8c each
Livers, beef	36c a pound
Oxtails	18c a pound
Beef hanging tenders	28c a pound
Lamb fries	10c a pair

## FRESH PORK CUTS.

Pork loins, fresh, Western, 10@12 lbs. average	24 @25
Pork tenderloins, fresh	60 @65
Pork tenderloins, frozen	55 @60
Shoulders, city, 10@12 lbs. avg.	16 @17
Shoulders, Western, 10@12 lbs. avg.	15 @16
Butts, boneless, Western	21 @22
Butts, regular, Western	18 @19
Hams, Western, fresh, 10@12 lbs. avg.	20 @21
Hams, city, fresh, 6@10 lbs. avg.	21 @22
Picnic hams, Western, fresh, 6@8 lbs. average	13 @14
Pork trimmings, extra lean	20 @21
Pork trimmings, regular, 50% lean	13 @14
Spareribs, fresh	13 @14

## BONES, HOOFS AND HORNS.

Round shin bones, avg. 48 to 50 lbs. per 100 pcs.	95.00@100.00
Flat shin bones, avg. 40 to 45 lbs. per 100 pcs.	@75.00
Black hoofs, per ton	45.00@50.00
Striped hoofs, per ton	45.00@50.00
White hoofs, per ton	@85.00
Thigh bones, avg. 85 to 90 lbs., per 100 pieces	@100.00
Horns, avg. 7 1/2 oz. and over, No. 1s	300.00@325.00
Horns, avg. 7 1/2 oz. and over, No. 2s	250.00@275.00
Horns, avg. 7 1/2 oz. and over, No. 3s	200.00@225.00

## BUTCHERS' FAT.

Shop fat	@2%
Breast fat	@4%
Edible suet	@6
Cond. suet	@5%

## SPICES.

	Whole.	Ground.
Allspice	20	23
Cinnamon	18	19
Cloves	20	25
Coriander	13	15
Ginger	20	20
Mace	1.05	1.15
Nutmeg	39	46
Pepper, black	42	46
Pepper, Cayenne	44	48
Pepper, red	44	48
Pepper, white	62	67

## GREEN CALFSKINS.

	5-9	9 1/4-12 1/4	12 1/4-14	14-18	18 up
Prime No. 1 Veals	33	3.80	3.95	4.15	5.30
Prime No. 2 Veals	31	3.40	3.70	3.90	5.05
Buttermilk No. 1	30	3.25	3.60	3.80	...
Buttermilk No. 2	28	3.05	3.35	3.55	...
Branded Gruby	10	2.10	2.35	2.55	3.30
Number 3	...	...	...	...	At Value

## CURING MATERIALS.

	In lots of less than 25 bbls.	Bbls. per lb.
Double refined saltpetre, granulated	6c	5 1/2c
Double refined saltpetre, small crystal	7 1/2c	7 1/2c
Double refined large crystal saltpetre	8 1/2c	8 1/2c
Double refined nitrate soda	4c	3 1/2c
	In 25 barrel lots:	
Double refined saltpetre, granulated	5 1/2c	5 1/2c
Double refined saltpetre, small crystal	7 1/2c	7 1/2c
Double refined saltpetre, large crystal	8 1/2c	8c
Double refined nitrate soda, granulated	3 1/2c	3 1/2c

## DRESSED POULTRY.

### FRESH KILLED.

Fowls—fresh—dry plucked—12 to box—fair to good:	
Western, 60 to 65 lbs. to dozen, lb.	29 @31
Western, 48 to 54 lbs. to dozen, lb.	29 @31
Western, 43 to 47 lbs. to dozen, lb.	28 @30
Western, 36 to 42 lbs. to dozen, lb.	27 @29
Western, 30 to 35 lbs. to dozen lb.	25 @27
Fowls—fresh—dry pkd.—prime to fry—12 to box:	
Western, 60 to 65 lbs. to dozen, lb.	32 @32
Western, 48 to 54 lbs. to dozen, lb.	32 @32
Western, 43 to 47 lbs. to dozen, lb.	31 @31
Western, 36 to 42 lbs. to dozen, lb.	30 @30
Western, 30 to 35 lbs. to dozen, lb.	28 @28
Fowls—frozen—dry pkd.—fair to good—12 to box:	
Western, 60 to 65 lbs., lb.	28 @30
Western, 55 to 59 lbs., lb.	28 @30
Western, 43 to 47 lbs., lb.	27 @29
Western, 30 to 35 lbs., lb.	24 @26
Ducks—	
Western, frozen bbls.	15 @18
Squabs—	
White, 11 to 12 lbs. to dozen, per lb.	60 @65
Squabs, 9 to 10 lbs.	55 @60

## LIVE POULTRY.

Fowls, colored, per lb., via express	36 @37
Broilers, fancy	45 @46
Geese, swan	30 @31
Pigeons, per pair, via freight or express	40 @41

## BUTTER.

Creamery, extras (92 score)	@44 1/2
Creamery, first (88 to 91 score)	43 1/2 @44 1/2
Creamery, seconds	42 1/2 @43 1/2
Creamery, lower grades	40 @41

## EGGS.

### (Regular packed.)

Extras	33 1/2 @34
Extra firsts	31 @32
Firsts	29 1/2 @30 1/2
Checks	27 1/2 @28

## FERTILIZER MATERIALS.

### BASIS NEW YORK DELIVERY.

#### Ammoniates.

Ammonium sulphate, bulk, delivered per 100 lbs.	@24
Ammonium sulphate, double bags, per 100 lbs. f.a.s. New York	@24
Blood dried, 15-16% per unit	@4.50
Fish scrap, dried 11% ammonia 10%	
B. P. L. f.o.b. fish factory	5.25 @5.35
Fish guano, foreign 13@14% ammonia, 10% B. P. L.	4.80 @4.90
Fish scrap, acidulated, 6% ammonia s.c.	
A. P. A. f.o.b. fish factory	4.60 @4.70
Soda Nitrate, in bags, 100 lbs. spot	@2.25
Tankage, ground 10% ammonia, 15%	
B. P. L., bulk	4.50 @4.60
Tankage, unground, 9@10% ammonia	4.15 @4.25

#### Phosphates.

Bone meal, steamed, 3 and 50 bags, per ton	@24.50
Bone meal, raw 4 1/2 and 50 bags, per ton	@24.50
Acid phosphate, bulk, f. o. b. -Balt more, per ton, 16% flat	@1.50

#### Fotash.

Manure salt, 20% bulk, per ton	@15.00
Kalnit, 12.4% bulk, per ton	@4.50
Muriate in bags, basis 80%, per ton	@24.50
Sulphate in bags, basis 90%, per ton	@24.50

#### Beef.

Cracklings, 50% unground	@1.50
Cracklings, 60% unground	@1.50

#### Meat Scraps, Ground.

50%	@4.50
55%	@7.50

## Emil Kohn, Inc. Calfskins

Specialists in skins of quality on consignment. Results talk! Information gladly furnished.

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